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GIFT
MAY 16 1917

THE

Pacific Pharmacist

An Independent Journal Devoted to Progressive Pharmacy

Vol. 11

MAY, 1917

No. 1

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THE PACIFIC PHARMACIST

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The

Pacific Pharmacist

An Independent Journal

Devoted to scientific pharmacy and
the interests of the drug trade

San Francisco, Cal.

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THE PACIFIC PHARMACIST

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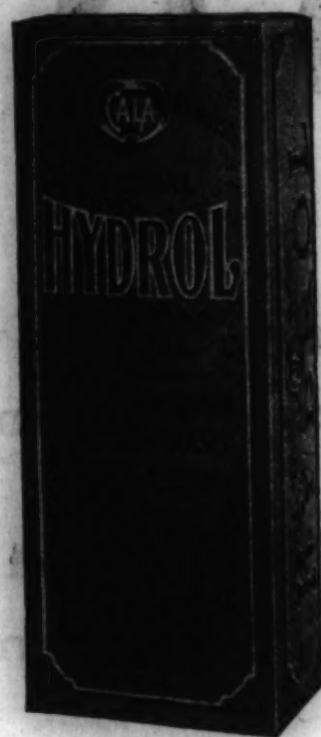
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The Trade-Mark “Aspirin” (Registered U. S. Patent Office) is entirely separate from the patent on Acetyl Salicylic Acid and will not expire with this patent.

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This is to remind you that most sales of **FELLOWS' SYRUP OF HYPOPHOSPHITES** are made on Physicians' prescriptions, in which case the profit to the retail druggist is nearly 100%.

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Members of the retail drug trade are warned against buying or selling colorable imitations of the well-known yellow-wrapped package of Fellows' Syrup. The highest Courts have decided that such an act is an infringement of the Trade-Mark Law, and makes the offender liable to a suit for damages.

407 New Members Elected, Year Ending January 1, 1917!—American Medico- Pharmaceutical League.

Twentieth year. First Medical Association in the Americas to co-operate with pharmacists and dentists. Membership dues \$2 per annum. All reputable pharmacists, physicians and dentists are eligible. Eugenie R. Eliscu, M. D., treasurer, New York City.

Send \$1 initiation fee, NOW, to Dr. S. Brothers, corresponding secretary, 96 New Jersey Avenue, Brooklyn, N. Y.

Certificate of Membership free to each "paid-up" member.

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THE Pacific Pharmacist

An Independent Journal Devoted to Progressive Pharmacy

VOL. XI.

MAY, 1917.

No. 1.

Published on the Fifteenth Day of the Current Month on behalf
of the Pharmacists and in the interests of the Drug Clerks.

H. B. CAREY, Manager

Editorial Staff:

R. E. WHITE

J. H. DAWSON

H. B. CAREY

F. W. DESSEL

Address all communications and make all checks and money orders payable to The
Pacific Pharmacist, 1294 Ninth Ave., San Francisco, California.

Communications on questions pertaining to Pharmacy and the Drug Business are
solicited. The name of the writer should accompany every article, not necessarily for
publication, but as a guarantee of good faith.

EDITORIAL

OUR ANNIVERSARY.

With this number of THE PACIFIC PHARMACIST we will celebrate our tenth anniversary. It is with considerable feeling that we review the history of this unselfish institution. We recall the humble beginnings of the Journal and the many difficulties which were encountered by the men who were courageous enough to begin the publishing of it. We recall with much feeling the unselfish devotion and hard work of William M. Searby, the founder of the PACIFIC PHARMACIST. It was Searby's great ambition to make the Journal useful in behalf of pharmacy upon the Pacific Coast. He was ever serious in emphasizing the educational value of properly trained pharmacists. He bent every energy to make the Journal high class, clean and above all an organ which would encourage originality and education in our profession. In this effort he was encouraged and ably assisted by several other men who unselfishly gave of their time and money to build up a reputable Journal. We are not boastful enough to say that we have entirely succeeded in following out all of the ideals of the able founder, but we can say without apologies that the Journal is a wonderfully clean and reputable publication; unselfish in its devotion to all that is reputable and

good. We have never catered to questionable advertising although the temptation has often crossed our pathway.

THE PACIFIC PHARMACIST begins the second decade stronger and better financially than ever before and with every prospect of its far greater success in the decade to come. The Journal is a free lance which may be used to further any good cause in behalf of the profession at large. It plays no favorites, makes no distinctions and aims to be just and above board on all questions. If we make mistakes we are willing to acknowledge the same and give proper apologies. THE PACIFIC PHARMACIST is vitally interested in raising the educational standards of our profession. In doing this we have no selfish motives but conscientiously feel that the calling is worthy of men of training and integrity.

With these sentiments we make our little bow and start upon our new journey for the decade to come.

CALIFORNIA PHARMACEUTICAL ASSOCIATION.

This is the last opportunity we have to remind you of the big doings of the California Pharmaceutical Association at Oakland, the 23d, 24th and 25th of May. By all means come. There will be just numberless happy events to keep

you in the best of humor as well as an abundance of entertainment and a number of good papers. The ladies will be made to feel entirely at home and will be royally entertained. Something will be doing every minute.

We know the officers of the Association have been working hard to thoroughly advertise this meeting and the PACIFIC PHARMACIST is very pleased to state that everything is in readiness for the most entertaining and successful meeting the Association has ever had. Forget your troubles and worries. Remember the dates, 23d, 24th and 25th of May. Mark this down on your calendar right now.



W. M. SEARBY
Founder of The Pacific Pharmacist

BUYING.

We continuously hear of the art of salesmanship but how many of us have ever seriously considered the art of buying? It means very little how well a man can sell (if he is in business for himself) if he is not also trained in the art of buying. This subject should be given special consideration in these days of ever fluctuating prices. The man who can buy right doesn't need to worry so much about the selling end. The ability to buy in large quantities, of course, requires much money but it is not always the large quantities that save in buying. The ability to select the goods which the trade requires, in

the proper amount, at the proper time and at the lowest cash price, does count. The buying of goods and drugs for which there is little use or call is a great mistake. It soon ties up much money and valuable space and in the end is a poor investment. The advantage of many of the large chain stores lies not so much in their ability to sell as in their ability to buy.

Think it over and see wherein you might better yourself in this important business.

MILITARY RECOGNITION.

President F. J. Wulling of the American Pharmaceutical Association has addressed the Secretary of War, asking for better recognition for the position of pharmacists in the Council for National Defense. It appeared that the pharmaceutical profession was not given a position upon this important body and it is quite right that the profession be recognized and encouraged to lend every assistance possible. The pharmaceutical supplies constitute a very important part of the war supplies in general. Surely it is no more than right the expert men in this line be at the head of the department. Some countries give important titles to the heads of such service. In Germany he is ranked as Colonel, in Japan Lieutenant Colonel, in Italy and France he receives the title of Major General. These officers to be sure are experienced, highly educated men and fully capable of directing such service.

In our opinion one of the obstinate difficulties in the way of the recognition of pharmacists in government work has been the generally low status of the profession educationally. The government is very exacting in this regard and a man who has not the proper educational training can never expect in the civil service and military branches to get very far. Now and then political appointments

of a temporary type are made from the rank and file of politicians without educational requisite, but these men are few and far between and generally hold their positions for a short time. Today more than ever, men who are concerned with National Defense recognize the value and necessity of trained men in every branch. We mean educated men, men who really have had technical, scholastic training.

The above was brought home very forcibly the other day when a student in the Junior course at college was told that the government did not wish his services now; that he should return and complete his course; that the draft law was much desired for this very purpose, for selecting men who were fully and properly qualified to accept positions of importance and trust. Heretofore pharmacists have felt the lack of proper recognition in government service. They have not far to look for the explanation. We sincerely hope the profession may recognize the value of proper education and training and make it simpler and easier for their rank and file to receive, all other things being equal, the recognition to which all men of equivalent training are entitled.

WAR REVENUE.

Now that the country has on its hands the most expensive war program in its history, we may look forward with anxiety to the ways and means which will be taken to hold our profession responsible for its share of revenue. There is one form, however, of taxation which we thoroughly dislike, namely, the "Stamp Tax." If there ever was a nuisance to the pharmacist, this is at least one. The money side of it, while very important, is only one item of its undesirability. The profit which the majority of druggists make does not warrant the paying of such taxes. Let those who are profiting by

the war pay at least the greater bulk of its cost. The Proprietary Association has wired jobbers to the effect that if sufficient pressure is brought to bear on our Senators and Congressmen we may escape this unpopular and undesirable method of raising funds. We suggest that you enter your protest by wire or letters to our representative in Washington against this form of taxation. Now is the time to do it.

RECENT LEGISLATION.

The majority of numerous bills before the recent Legislature fortunately did not pass. The Sunday closing measure and the Rominger Liquor Bill failed. Several other bills of lesser importance either died in the committee or were strangled in going through one or both houses.

Assembly bill No. 706, introduced and fostered by the Board of Pharmacy, passed and is now before the Governor for signature. The substance of the bill, in our opinion, is chiefly concerned with extracting three dollars each from every pharmacist for a so-called license to sell narcotics. There are about 3,500 registered pharmacists in the State of California. Even if only a major portion of these are required to have this license it will bring at least a net income of over \$4,000 a year to the Board of Pharmacy. This, together with the two-dollar annual registration fee, is, in our opinion, surely "rubbing it in." The amendment bringing this amount of money to the State Board was tacked on at the eleventh hour and rushed through before those vitally interested had a chance to even protest. The Federal law, in our opinion, is already taking care of the narcotic situation and there should be ways and means and machinery for carrying the law into effect without placing further burden upon the pharmacist. If the druggists of the State will rise to a man and protest this pernicious bit of high-handed legislation there isn't any doubt of the bill being vetoed.

Send your protests at once, to Gov-

ernor Stephens, in the form of concise, vigorous letters or telegrams letting him know your feelings in the matter.

THE GRADUATE.

Under above title the 1917 edition of the year book published by students of the California College of Pharmacy was recently issued. The general make-up of the book is fully up to expectations and in several respects it is the best number of this journal yet published. The usual grinds and comments upon the different students as well as members of the faculty are noted and are fully up to expectations. This issue is dedicated "to Henry B. Carey, a sincere friend of the students and a staunch supporter of pharmaceutical advancement." Good likenesses of all the faculty and students appear. The book is published upon heavy paper and the general make-up is highly creditable to the students and publishers alike.

If you wish a copy write at once to H. Menke, Manager.

"ASPIRIN"—TRADE-MARK.

Although the patent on Aspirin expired Feb. 27, 1917, yet according to legal experts of the Bayer Company Inc., this does not affect the trade-mark name "Aspirin." The trade-mark remains exclusive property of the Bayer Company serving to distinguish the Acetyl Salicylic Acid of this company from that of other manufacturers. The Bayer Company announces that they are prepared to prosecute other concerns who attempt to manufacture this preparation under the name of "Aspirin."

While we do not pose as legal experts it would seem to us that the Bayer Company have the prior right to the name "Aspirin." There is nothing to prevent other manufacturers from putting out an Acetyl Salicylic Acid preparation but they should choose some other name if they are not satisfied with the chemical name.

There are one or two concerns con-

tending or promising to contend the above assertion and until the same is settled in the courts no one can definitely say what the outcome will be.

ENTERTAINMENT COMMITTEE BUSY.

The following letter from the secretary, O. V. McCracken, gives the following program for the entertainment of the C. Ph. A.:

Tuesday morning—Reception of incoming trains.

Tuesday afternoon—Initiation of first-class Brunifferie.

Tuesday evening—Initiation of second-class Brunifferie.

Wednesday morning—Ladies' Bruin Fairies and organization meeting of the C. Ph. A.



O. V. McCracken
Sec. Alameda County Druggists' Association

Wednesday noon—Luncheon of the Women's Pharmaceutical Association of the Pacific Coast.

Wednesday afternoon—Sightseeing trip over Alameda County.

Wednesday evening—Dinner dance at Hotel Oakland.

Thursday morning—Ladies' Auxiliary meeting and boat ride on Lake

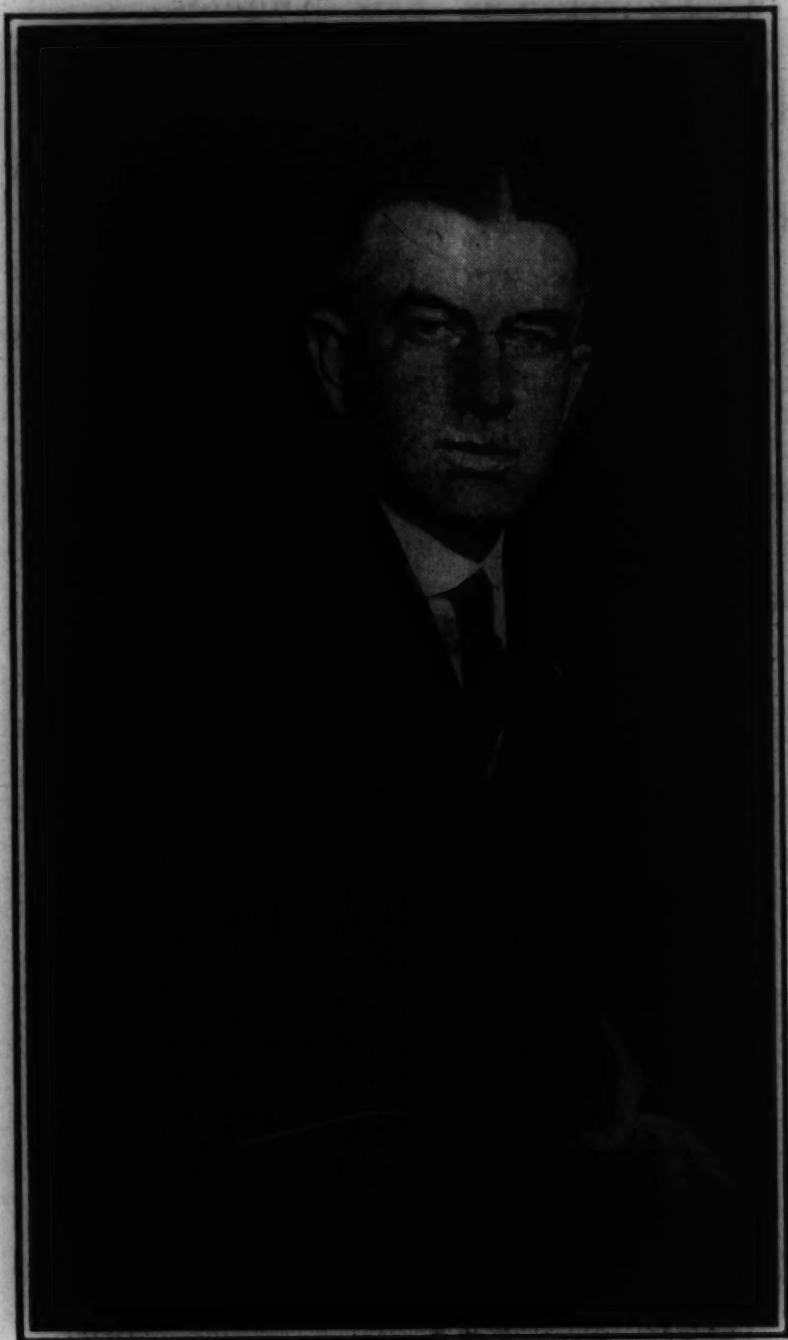
Merritt; business meeting of the C. Ph. A.

Thursday noon—Alumni dinners.

Thursday afternoon—Ladies' card party, and business session of the C. Ph. A.

Thursday evening—Dinner and entertainment at Idora Park.

Friday—A boat trip on the bay and entertainment at Paradise Cove. Final business session. In the evening a theater party at the Orpheum, followed by a supper at the Federal Fountain.



H. B. MEADER
Chairman Publicity Committee

C. PH. A. OFFICERS.

Officers.

President—Edw. G. Binz, Los Angeles.

First Vice-President—W. Bruce Philip, Fruitvale.

Second Vice-President—Frank A. Gardner, Riverside.

Secretary—E. A. Henderson, Los Angeles.

Treasurer—L. L. Broodeen, Los Angeles.

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Executive—R. W. Monkman, chairman; A. R. Maas, K. B. Bowerman, J. P. Koehler, A. J. Watters, Geo. Smith, J. A. Sanford.

Legislative—R. A. Leet, chairman; O. V. McCracken, K. B. Bowerman, J. A. Sanford, H. S. Kirk, W. B. Cheatham.

Pharmacy and Queries—C. F. Dyna, chairman; H. F. Messer, R. J. Peck, W. H. Guest, E. W. Thurston, Dr. L. J. Stabler.

Trade Interests—W. R. Dickinson, chairman; J. A. Hughes, Mel. Stewart, P. T. Hahman, G. M. Eddington.

On Time and Place of Meeting—O. V. McCracken, chairman; Mrs. W. B. Philip, Prof. F. W. Nish.

Membership—E. E. Winchester, chairman; Simeon Chapman, L. A. Mattes, W. J. Sorenson, B. I. Chose, H. R. Glow, C. W. Hartsough, Mrs. W. B. Philip, W. H. Nelson.

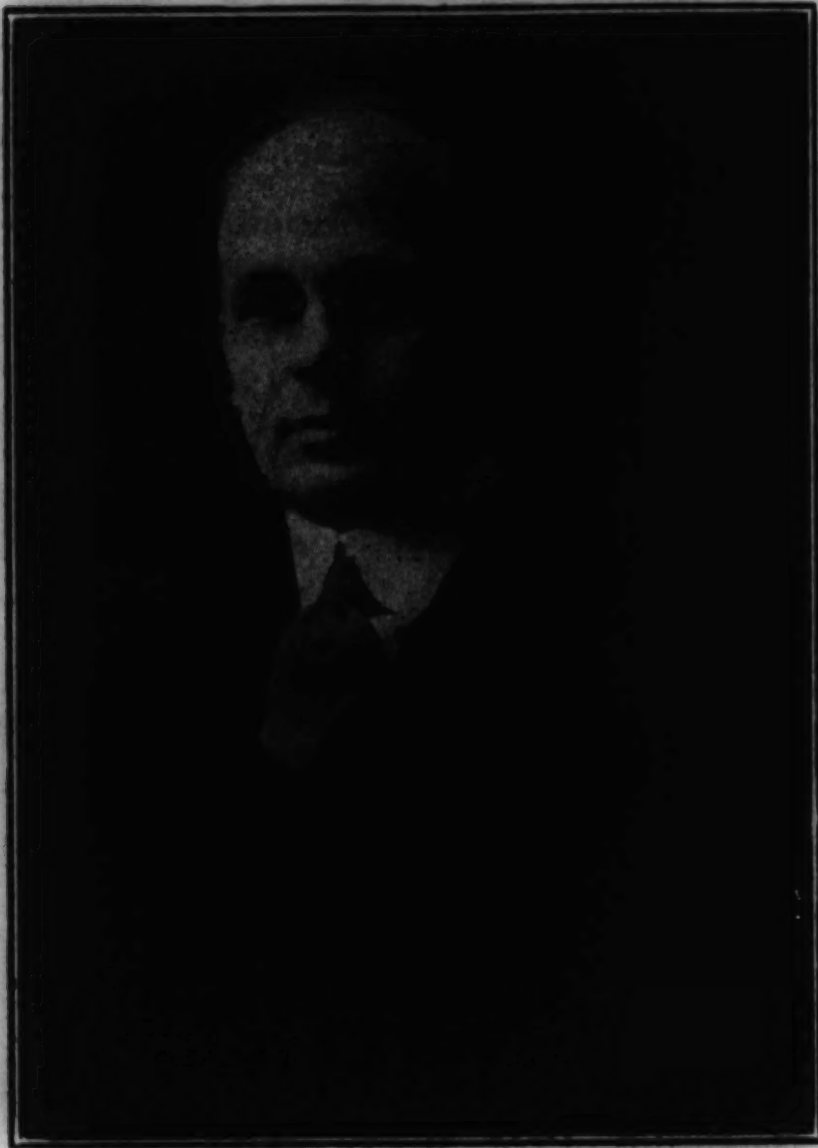
Traveling Men's Auxiliary—V. Waldron, chairman; G. B. Dean, Jas. J. Freeman, W. G. Baudoin, W. S. Quinn.

MEMBERS C. PH. A.

Fellow Member:

Just a reminder that the Convention is almost here. Oakland is the place and May 23, 24 and 25 the time. Have you planned to go? Decide now that you will attend. Make this your vacation.

All the Southern California delegates are requested to meet in Los Angeles and take the Special which leaves the S. P. station, Monday, May 21st, at 6:00 p. m., as a section of the Owl. Members from Riverside, San Bernardino, and all along "The Kite" as well as those from San Diego have the same privilege of the excursion, provided they come to Los Angeles. See your ticket agent for further particulars. The special will return



E. A. Henderson, Sec. C. Ph. A.

Saturday or Sunday; this to be determined later.

If we get 100 or more the fare will be \$14.00 for the round trip, or \$18.60 on the Receipt-Certificate plan, provided we do not have the above number. The rates quoted are without berth.

If you are in arrears, kindly send your dues at once. You will find amount at bottom of this letter. But by all means let me know if you are going to the Convention so that we can plan accordingly. We are planning to make this the best meeting ever held by the Association.

Fraternally yours,

E. A. HENDERSON,
Secretary C. Ph. A.

PAPERS FOR THE C. PH. A.

The chairman of the Committee on Pharmacy and Queries, Mr. C. Dyna, informs us that the following papers for the meeting are promised:

Ampoules and Ampoule Medication, by R. R. Rogers of the Rogers Chemical Company, San Francisco.

Proper Relation Between Employer

and Apprentice, by A. S. Hill, Los Angeles.

The Prerequisite, by J. G. Munson, San Jose.

Practical Working Formulas for Liquid Soaps, Sweeping Compounds, Etc., by H. R. Dorward, Los Angeles.

Chemical Industry of the South, by Prof. A. R. Maas, Los Angeles.

Biologics, by Mr. Brown of Eli Lilly & Co., San Francisco.

The U. S. P. IX and N. F. IV, by Prof. Nish of San Francisco.

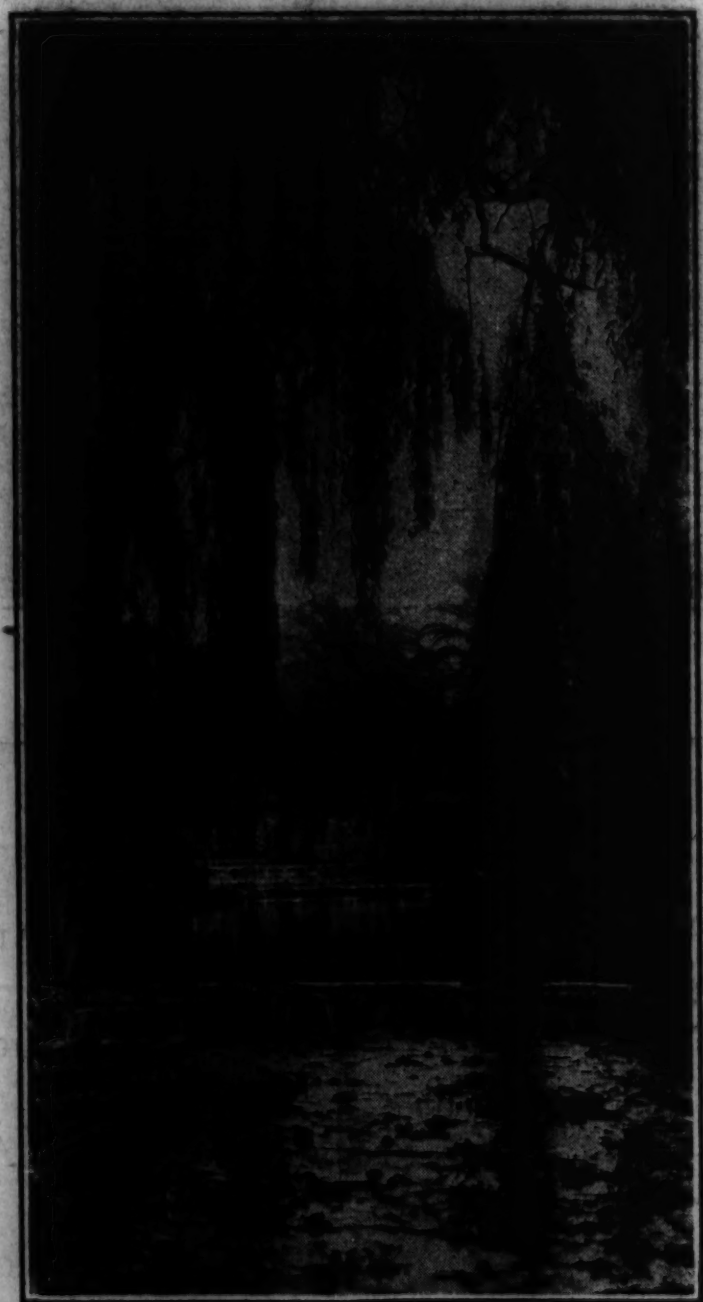
Radium, Its History and Uses, by Dr. Rex Duncan, will be read by E. W. Thurston of Los Angeles.

The Modern Drug Store, by K. B. Bowerman, San Francisco.

Lunches at the Soda Fountain, by L. L. Brodeen, Los Angeles.

The Care and Handling of Cigars and Tobacco, by J. A. Burns of the United Cigar Stores, San Francisco.

There will be talks upon salesmanship and informal discussions upon many of these papers. Suffice it to say there will be plenty of discussion to keep every one interested.



AROUND LAKE MERRITT



Ball Room, Hotel Oakland



LAKE MERRITT, E. OAKLAND AND THE HILLS



Lounge Room, Hotel Oakland

ALUMNI TAKE NOTICE.

Thursday noon, May 24th, at the Hotel Oakland the Alumni of several colleges represented in the C. Ph. A. will enjoy a luncheon. Each group will have a chance to meet their fellows, renew acquaintances and make new ones. College days will be recalled and a general good time is guaranteed. Make reservations through the local secretary of the C. Ph. A., Mr. Oscar McCracken, Adeline and Harmon streets, South Berkeley, Cal.

TO WOMEN PHARMACISTS.

At noon Wednesday, May 23rd, the first day of the C. Ph. A. convention in Oakland, there will be a luncheon to which you are invited. It is under the auspices of the Women's Pharmaceutical Association of the Pacific Coast.

If you are able to be with us, please reserve your places beforehand by addressing the chairman of the Lunch Committee, Mrs. Fayetta H. Philip, 1924 Fruitvale Ave., Oakland, Cal.

ALUMNI DINNER.

The annual meeting of the Alumni Association of the California College of Pharmacy was held Friday evening, May 11, at the Stewart Hotel. The annual meeting was followed by a dinner in honor of the graduating class. The occasion is always looked forward to with pleasure since the students, faculty and alumni meet upon an even basis. The customary after dinner speeches, suitable to the occasion, were given by members of the faculty and students as well as older alumni. Miss M. B. Dolcini is secretary of the Association.

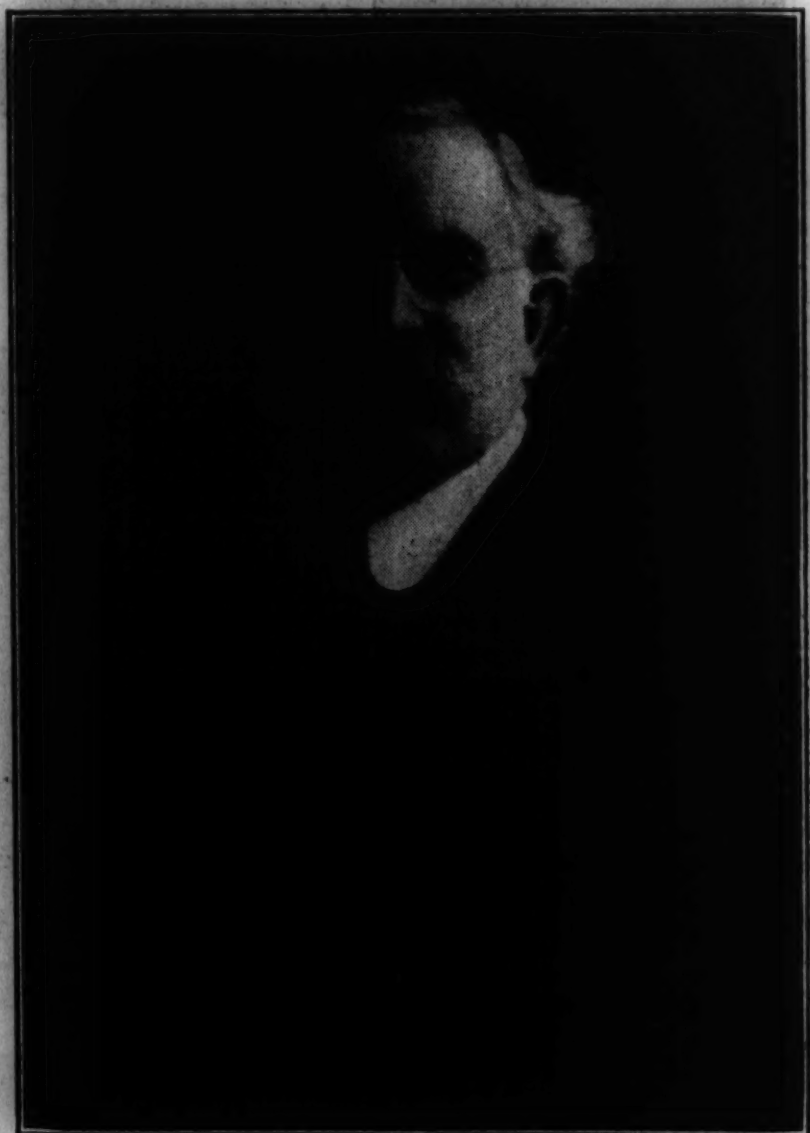
WANTED, DRUG STORE—In exchange for 40-acre irrigated ranch two miles from Bend, Oregon; value \$5000. For information write 1294 Ninth Ave., care Pacific Pharmacist.

THE FIRST DECADE.

With the appearance of the April (1917) issue of the THE PACIFIC PHARMACIST the journal completed the first decade of its existence. A brief retrospect is in order.

Thus far the history of THE PACIFIC PHARMACIST has belied its name, its life has been anything but pacific. This is to be expected since no success is achieved without a struggle.

THE PACIFIC PHARMACIST was created because a few persons vitally interested in pharmacy on the Pacific Coast felt that a journal which should espouse the cause of pharmaceutical progress, commercially, and professionally, was needed. The principal men who established the journal were W. M. Searby, Jas. G. Steele, J. H. Dawson, R. E. White, John Calvert, Val Schmidt, H. B. Carey, G. E. Bacon, Albert Schneider and J. H. Flint. Of these W. M. Searby, John Calvert and Jas. G. Steele have since passed to the great beyond. From the first the journal has stood for advancement in pharmacy more especially from the standpoint of phar-



JOHN H. DAWSON, Associate Editor



R. E. WHITE, Associate Editor

maceutical education and pharmaceutical legislation.

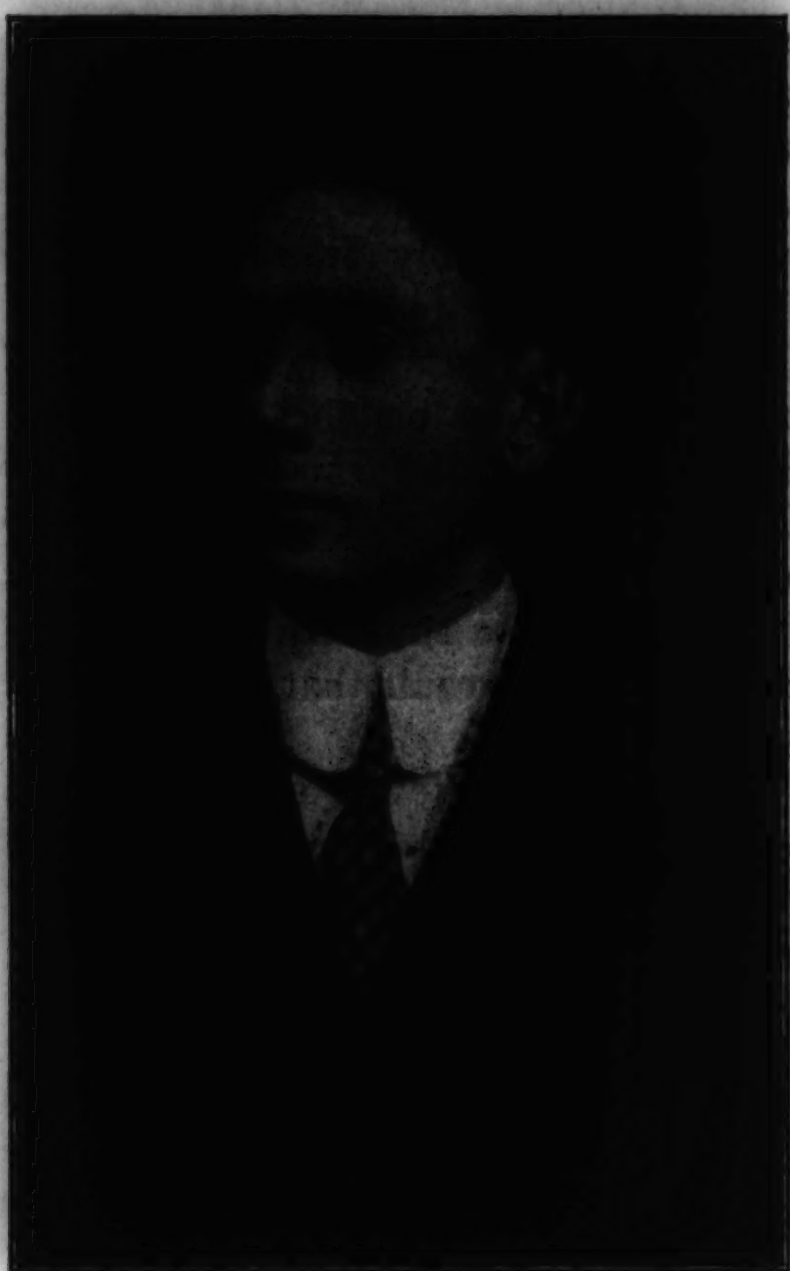
The first issue made its appearance in May, 1907, with W. M. Searby as editor-in-chief; J. H. Flint, assistant editor; Albert Schneider and H. B. Carey, associate editors and Harry Kaplan as business manager. Ethical pharmacy was Searby's editorial keynote, in which he was very strongly supported by the associate editors. Prof. Searby had always taken a great interest in the pharmacy laws of the State and it is to him that the California College of Pharmacy owes its high standing among similar colleges of the United States. From the first the journal espoused the cause of the college graduation prerequisite to State Board examination which proposition met with great opposition in the State, and very largely from those who should have been its strongest supporters, notably the State Board of Pharmacy. Largely at the instigation of Albert Schneider a model pharmacy law was formulated, in which effort he was very warmly supported by Dr. A. S. Musante, Miss Clarissa M. Roehr, J. G. Munson, continuing the relative committee of the Alumni Association of the California College of Pharmacy, with legal suggestions from the attorney for the State Board of Health and from lead-

ing pharmacists of the State. This law was submitted to the State Assembly at Sacramento, on January 31, 1911, by Mr. Bohnet. The measure was unquestionably framed to meet the best interests of pharmacy in the State and yet it met with very bitter opposition on the part of the State Board of Pharmacy, the Owl Drug Company, and some of the pharmacists and pharmaceutical manufacturers of the southern part of the State with the result that the measure was defeated.

THE PACIFIC PHARMACIST was very largely instrumental in reorganizing the California Pharmaceutical Association and the journal was made the official organ of this body until the State Board of Pharmacy feeling that the policy was antagonistic to it succeeded in having the journal discontinued as the official organ. For a time it was even proposed that an alien journal, namely, the Pacific Drug Review of Oregon, be made the official organ of the California Pharmaceutical Association but this proposition did not meet with general favor. The journal has been from the first vitally interested in the quality and purity of drugs on the Pacific Coast and has urged a stricter enforcement of the Federal



JAS. G. MUNSON



H. B. CAREY, Associate Editor and Manager

as well as State Pure Drugs Act. Associate Editor Albert Schneider in the capacity of Pharmacognosist in the Bureau of Chemistry and as Micro-Analyst in the State Food and Drug Laboratory, from time to time, published reports regarding the drug situation on the Pacific Coast, in which it was made clear that about fifty per cent. of the crude and powdered vegetable drugs in California were adulterated. It is largely through his efforts that this condition has been since materially improved. The journal has also taken great interest in the cultivation of medicinal plants in California.

Recognizing the differences in the pharmaceutical interests east and west of the Rocky Mountain system THE PACIFIC PHARMACIST interested itself in the creation of an organization which should unify the common pharmaceutical interests west of the Rocky Mountain system and bring them into better co-operative relationship with the American Pharmaceutical Association. This proposition

met with considerable favor and a tentative organization was effected but due to a lack of active interest the scheme was abandoned.

At the death of W. M. Searby on October 7, 1909, the editorial management of the journal was given over to Albert Schneider who was made editor-in-chief in April, 1910, which position he held until February, 1915. For a time thereafter the journal was practically without a guiding hand and badly managed until taken over by Dr. H. B. Carey, under whose able management the journal is being continued.

R. E. White and J. H. Dawson have not only been strong supporters of THE PACIFIC PHARMACIST but have very ably associated in its management and have contributed articles to its pages from time to time. The journal has at different times received contributions from men prominent in pharmacy in the United States and in other countries. Among the special contributors may be mentioned H. M. Gordin of the Northwestern School of Pharmacy, H. M. Whelpley of the St. Louis College of Pharmacy, Prof. J. U. Lloyd of Cincinnati, W. Bode-mann of Chicago, Prof. J. H. Beale of the University of Illinois, Prof. Ed.



♦ VAL SCHMIDT ♦



CLARISSA M. ROEHR

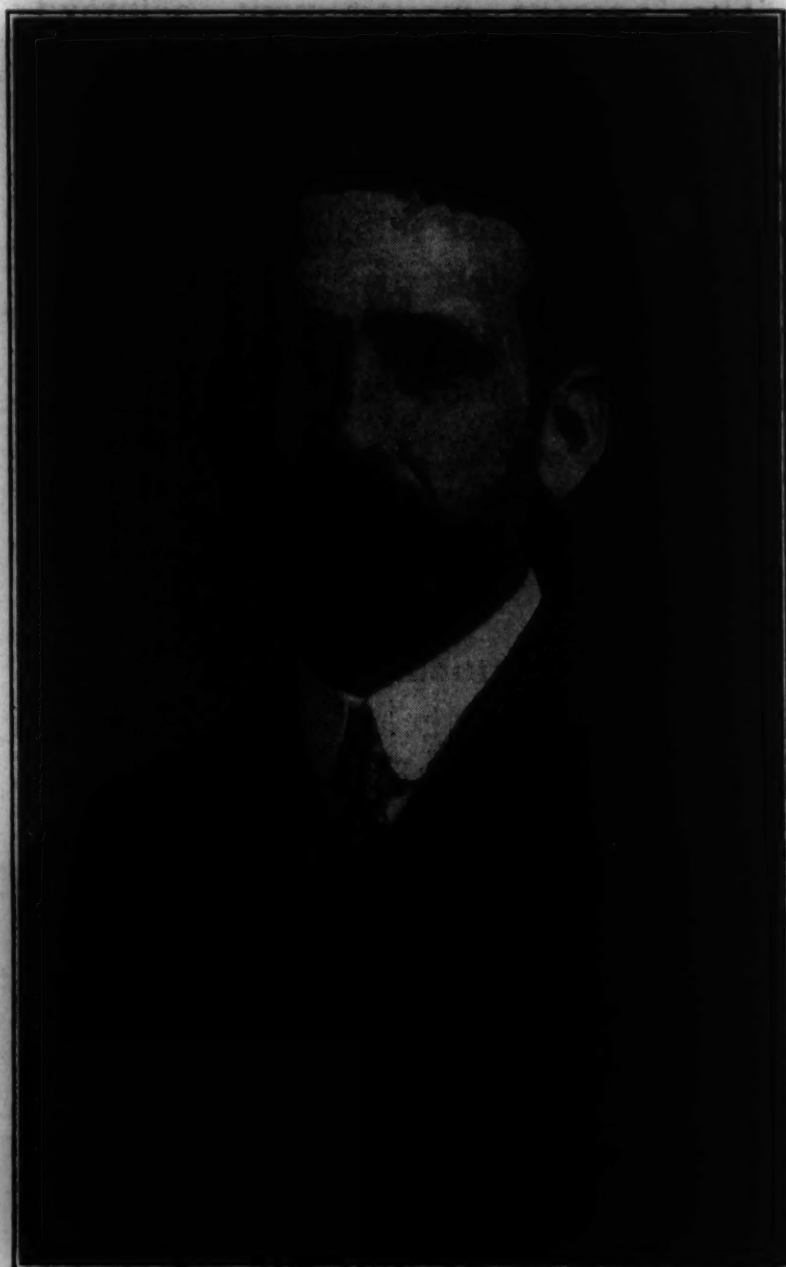
Kramers of the University of Wisconsin, Lyman Kebler, Chief of the Division of Drugs of the Bureau of Chemistry, L. E. Sayre, Dean of the University of Kansas School of Pharmacy, Dr. George F. Payne of Atlanta, Ga.; Prof. Chas. H. La Wall and Prof. Frank T. Green, Dean of the California College of Pharmacy and Prof. F. W. Nish. Of the contributors who have since died may be mentioned Prof. J. Winchell Forbes, Prof. W. T. Wenzell, Prof. Oscar Oldberg, Enno Sander, Jas. G. Steele and C. Louis Diehl.

From the first THE PACIFIC PHARMACIST received recognition and gained in standing among the leading pharmaceutical journals of the United States, many of its articles have been quoted in other journals and it has added much to the science and profession of pharmacy on the Pacific Coast.

The first and only capable business manager which the journal has ever had was H. Kaplan and it may be mentioned that some of the leading advertisers that are still with the journal were secured by him. Special mention must also be made of Miss Margaret Beetz, who, for several years, was Secretary of the Galen Publishing Company and who had practically complete

control of the office management for that time.

It is perhaps needless to state that the journal is not established for financial gain, its continued existence was made possible only through the contributions of those vitally interested in pharmacy and in a part by the advertisements which it carries. It never was and is not now on a profit-sharing basis. Public-spirited men contributed from \$25.00 to \$700.00 and more to make the appearance of the journal possible. In as much as these contributions are a dead loss those who made them are deserving of every credit. This statement is made for the purpose of disillusioning those who are inclined to believe that the journal is published for profit. For a short time the journal was published by the Searby Memorial Fund, Inc. This proved to be a great mistake since a misrepresentation and mismanagement caused the fund to promptly go out of business. The regrettable part of this venture was the causing of ill feeling and lack of harmony among those who were interested in the jour-



PROF. F. T. GREEN



ALBERT SCHNEIDER

nal. This however, was not the fault of the journal and while it suffered to some extent from mismanagement in this period, yet, it is better and stronger to-day than ever.

The present management acknowledges a debt of gratitude to every one who has contributed directly or indirectly to the welfare of the journal, and we would be most selfish if we did not acknowledge a debt of gratitude to these men. Only the lack of space prohibits us from mentioning each one in detail.

HAPPILY MARRIED.

It is with much pleasure we announce the marriage of Miss Clara E. Browne and Mr. Frank W. Dessel, Associate Editor of THE PACIFIC PHARMACIST. The bride is a daughter of Mr. and Mrs. Thomas Browne of Santa Cruz. She is a young lady of exceptional beauty and accomplishments. The groom is so well known to our readers as to require no introduction. He is a man of exceptional ability and one of the strongest members in the fraternity. He is one of

the men who make good at every task assigned.

The happy couple were married May 1st and, after spending a honeymoon in the southern part of the State, they returned to San Francisco where they will soon be at home to their many friends.

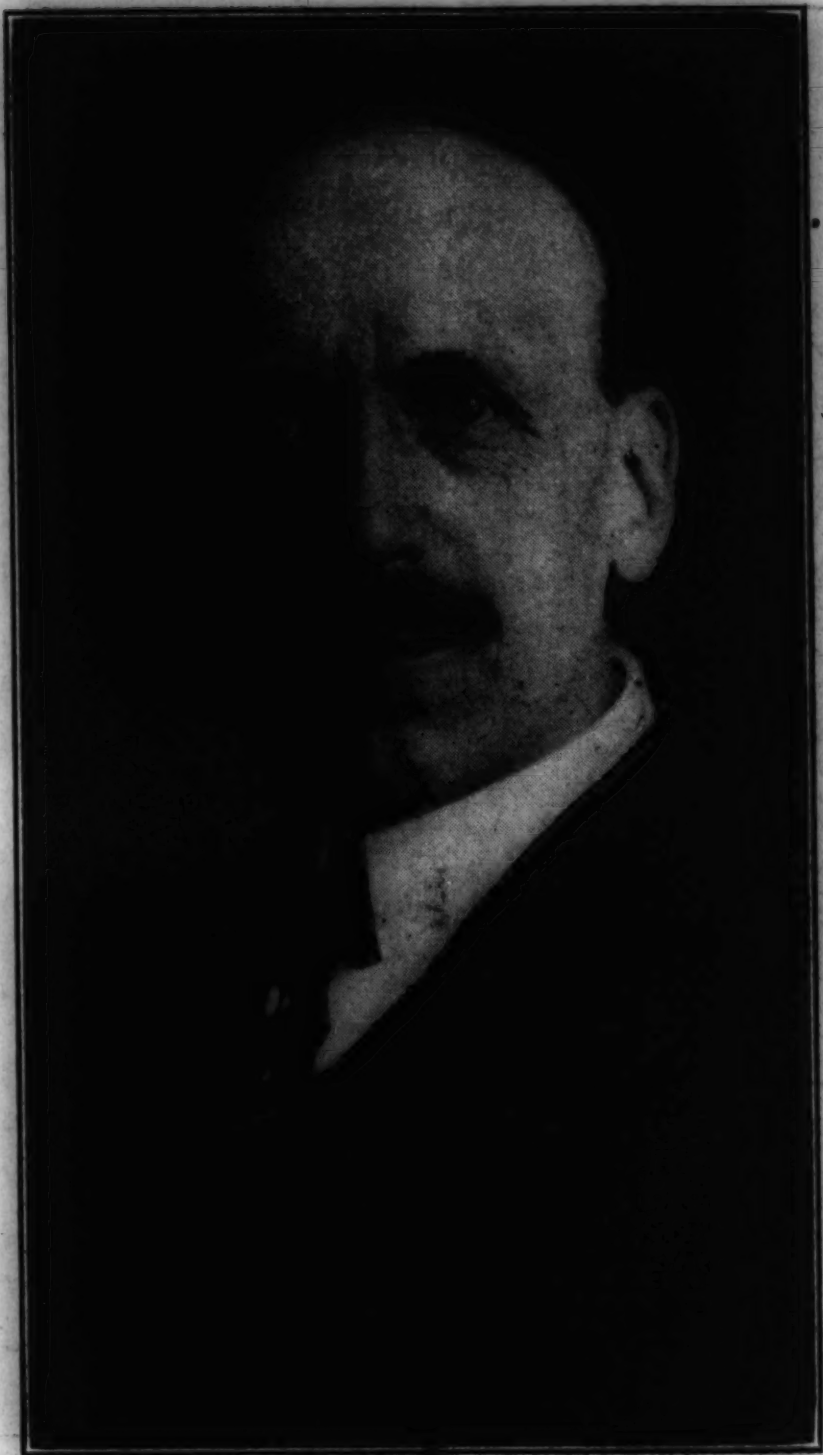
THE PACIFIC PHARMACIST extends congratulations and wishes Mr. and Mrs. Dessel a happy voyage through life.



F. W. DESSEL, ASSOCIATE EDITOR.

IMPORTANT DRUGS MADE HERE.

Since the beginning of the war many of the valuable drugs which formerly were made in Germany are difficult to obtain. Arrangements have now been made whereby the more important of these drugs will be manufactured in this country after the exact formula of the makers in Germany. Among these will be Novocain, Anaesthesin, Orthoform, Salvarsan, Neosalvarsan, and many others. Since novocain is such an important and valuable agent this news will be particularly pleasing to the medical and dental profession. The Farbwerke-Hoechst Company is making every effort to furnish these valuable agents and we wish them great success.



PROF. HENRY KRAEMER.

CORIARIA, NEW ADULTERANT.

By HENRY KRAEMER.

Pharmacy is a profession which while highly specialized, is in most cases, rarely conducted as a distinct profession. Quite naturally, my own interests have been chiefly in the scientific or professional side of the pharmacist's work. I have always felt that the apothecary has not been sufficiently well remunerated for his skill and the services he renders the public. This may be due in part to his own undervaluation of his ability and in part to the fact that many practicing pharmacists do not possess really professional skill but rely on the label of the manufacturer or wholesale druggist. Many instances could be cited showing that had it not been for the technical knowledge of the retail pharmacist the life of the patient might have been endangered. A year ago an unusually competent

retail pharmacist purchased a lot of digitalis. It was his custom to examine the preparations he dispensed rather critically and he soon found that there was something wrong with this particular lot of drug. Later study showed that it consisted of about 75 per cent. of belladonna leaves. During the past few years much of the marjoram which has been found upon the market has contained from 10 to 20 per cent. of the leaves of Coriaria, a drug which was at one time found as an adulterant in Senna. Now it happens that Coriaria is quite a toxic drug having a narcotic principle, coriamyrtin, resembling in its physiological action picrotoxin. I am inclined to think that none of the students of commercial pharmacy have given the pharmacist a proper percentage on which to base the charges for his scientific skill. It is at once apparent that when a pharmacist dispenses a preparation of digitalis which is true to name or sells marjoram which is free from admixture and is of good quality that it is but proper for him to charge not only for the merchandise but a per cent. should be added for his skill and knowledge. In other words there ought to be a guarantee charge representing his professional skill. The practical pharmacist will no doubt admit the validity of this argument but will probably immediately follow it with the statement that it is impracticable to add such a charge. I remember very well when it was the custom for the retail pharmacist to make examinations of the urine of the physician's patients and make no charge for his services. When I taught uranalysis I made it quite clear that the pharmacist should receive an adequate remuneration for this work. I believe at the present time that those pharmacists who do analytical work for the physician make some charge for it. There are two things to be borne in mind which in my judgment will help the progress

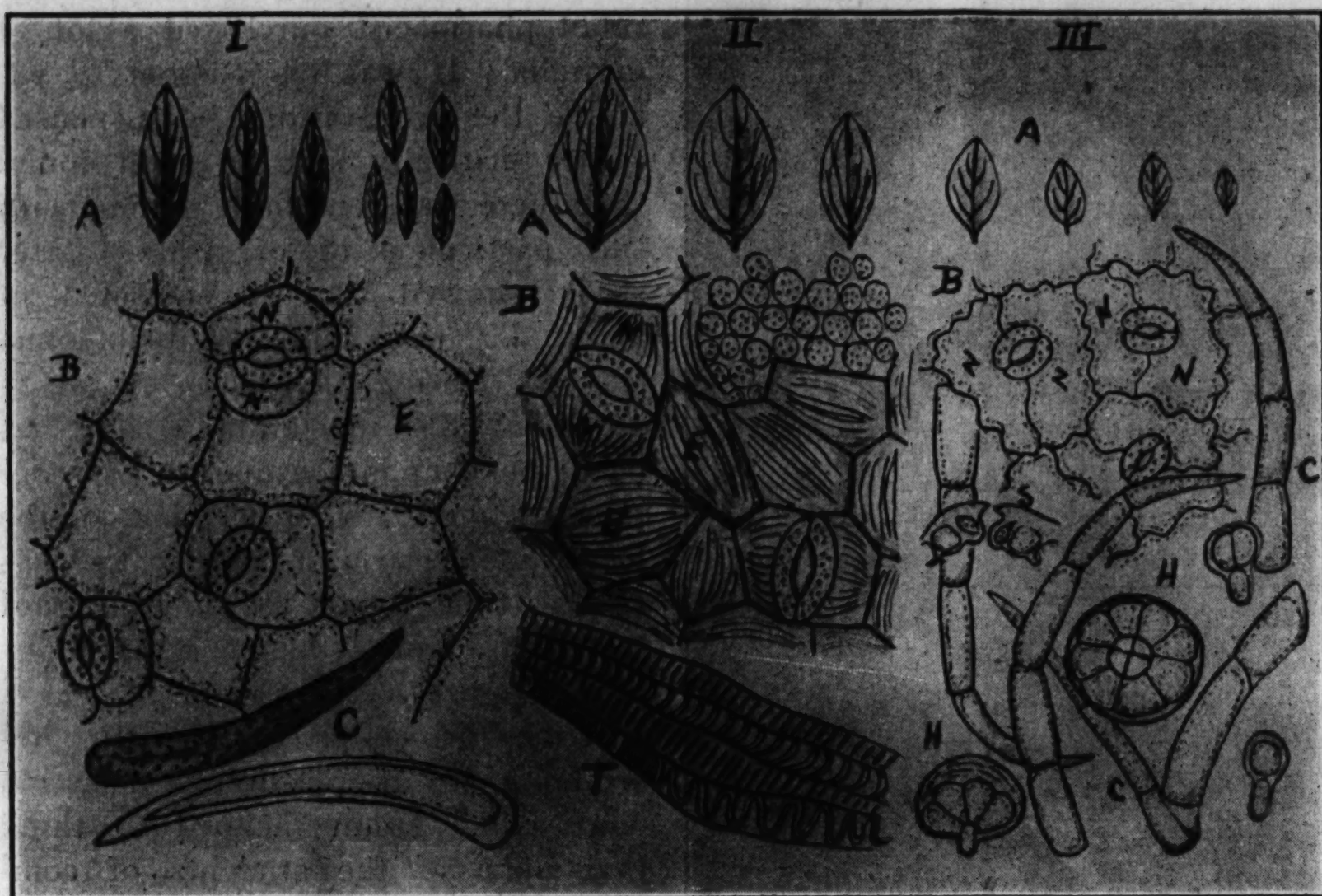


Fig. I—Senna. A, entire leaves of Senna, the larger being those of India Senna and the smaller on the right leaves of Alexandria Senna. B, a surface section of the lower surface showing three stomata, each having the neighboring cells (N) parallel with the pore of the stoma; E, an epidermal cell having a polygonal outline. C, two of the simple non-glandular hairs, the lower one being seen in section and the upper showing the papillose surface.

Fig. II—Coriaria. A, entire leaves. B, surface view of the lower epidermis showing two of the stomata with two neighboring cells

which are situated parallel to the pore of the stoma; E, the epidermal cells showing a striated cuticle similar to the neighboring cells. T, several of the tracheae.

Fig. III—Marjoram leaves. B, surface view of the lower epidermis showing three stomata, the neighboring cells (N) being at right angles to the pores of the stomata. C, uniseriate non-glandular hairs. H, typical 8-celled glandular hairs. S, transverse section through lower epidermis showing two of the stomata and the neighboring cells.

of professional pharmacy. One of these relates to limiting the conduct of the retail drug business to those who have been college trained. The second being a just appreciation of the value to be placed upon the professional services that the pharmacist renders. The first of these will limit the number of drug stores and permit their conduct only by professional men and women. The second will offset the claim that there is no financial reimbursement in the drug business. There can be no handling of any professional subject without considering its commercial aspect and I believe that the question that I have raised is worthy of the careful consideration by special committees representing competent business men and retail druggist's associations throughout the United States.

As I said earlier, Coriaria was a prevalent adulterant in Senna a century ago. I have always looked upon

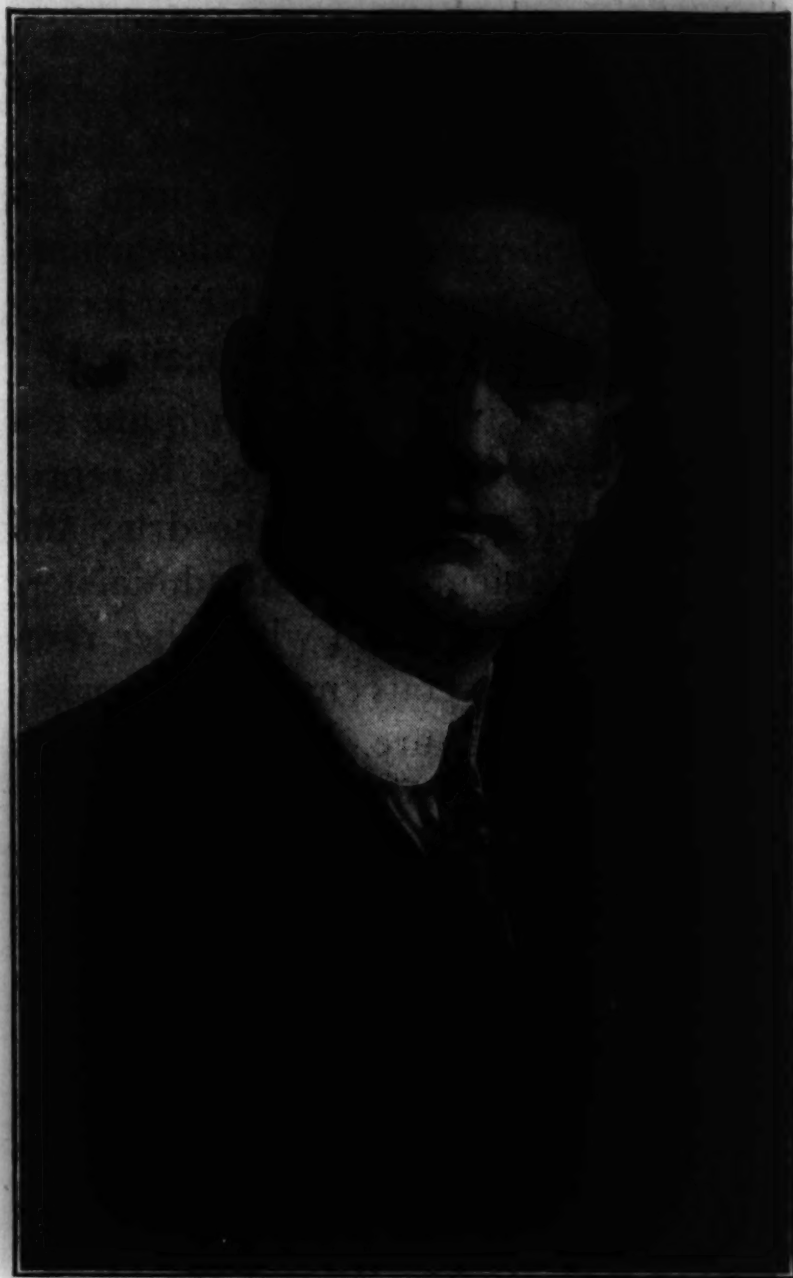
it as an interesting historical fact and have not considered it as likely to be found in any of our drugs. In this I am supported by Professor Greenwich who nearly twenty years ago said that it was unwise in our instruction to give the impression that either Coriaria or Tephrosia might occur as adulterants in Senna. As a matter of fact Senna has been coming into the market recently containing Tephrosia and due to the existing conditions of today it may be that any one or all of the adulterants which have been recorded may be found in the drugs of the market.

Coriaria or the leaves of the Myrtle-leaved Sumac (*Coriaria myrtifolia*) are used in Europe for tanning and dyeing. It is considered of great importance in producing a durable black color in dyeing silks and woolen materials and also for tanning sheep and goat skins. The pharmacognosy of Coriaria has been carefully studied by

Hanausek. The leaves are usually broken up, the fragments being from 2 to 4 mm. in width, of a greenish-gray color, marked with wavy folds and somewhat coriaceous in texture. The taste is somewhat astringent and slightly bitter. After they are once recognized they can be easily detected. The microscopical structure is very characteristic and should be made out before concluding the specific adulterant. I have illustrated the main structure in Figure II. This shows in addition the entire leaves which are somewhat ovate or ovate-lanceolate, about 3.5 cm. in length and 1.5 cm. in width. They are palmately veined, the branches being reticulated. The leaves are bi-facial and the palisade cells are two rows in depth. The epidermal cells in surface view are very characteristic, the cells being polygonal in outline. The cuticle is very papillose thus giving the appearance of striation to the surface view of the epidermal cells. The stomata are narrow elliptical and have two neighboring cells which are arranged parallel to the pores of the stomata. The neighboring cells also are papillose, the striae running at right angles to the guard cells. Coriaria does not possess any hairs which serves to distinguish this drug from both Senna and Marjoram.

Marjoram, commonly known as Sweet or Garden Marjoram, consists of the leaves and flowering tops of *Origanum Majorana* (Fam. Labiatae). The leaves are grayish-green and hairy. They are very aromatic and have a distinct pungent taste. Under the microscope (Fig. III) the structure is seen to be very distinct from that of Coriaria. The stomata each have two neighboring cells which are disposed at right angles to the pores. Furthermore it has a great many hairs which are of two types. The one being eight-celled and typical of the Labiatae and the other non-glandular consisting of two to seven superimposed cells.

Senna is too well known to require any description although I have given in the illustration (Fig. I.) the principal characteristics which serve to identify this drug by means of the microscope. It will be noted that the stomata have two neighboring cells which are parallel to the air pores and that the epidermal cells are non-striated. The hairs are simple, very thick walled and papillose. Senna also contains calcium oxalate in the form of prisms and rosette aggregates and the sections are colored red upon the addition of solutions of the alkalies due to the oxymethylantraquinone contents.



PROF. F. W. NISH

A FEW COMMENTS ON THE NINTH REVISION OF THE PHARMACOPOEIA.

(By F. W. NISH.)

12. *Fluidextractum Aspidospermatis*.
As stated before in THE PACIFIC PHARMACIST (Nov. 1916), the career of as-

pidosperma has been a very checkered one. In answer to the query "How often have you been called upon, Mr. Pharmacist, to dispense aspidosperma in any form in the last ten years," one pharmacist stated that he had not dispensed it since 1904, adding that the physician who then prescribed it was now dead; so one might hazard an opinion that this druggist will not have frequent demands for aspidosperma in the future. He further adds that the crude drug was up for identification on the Missouri Board of Pharmacy in St. Louis in 1899. If an expression could be had from the druggists of today their experience regarding this drug would probably be about the same as that expressed above.

13. *Fluidextractum Sabal*. Sabal, or Saw Palmetto, is said to have a stimulating and alterative effect upon the mucous membrane of the genito-urinary tract and appears to be milder in its action than either cubebs or copaiba.

The fluid extract has been quite extensively used for some time. It represents the full strength of the drug and offers a convenient means of administering it. When combined with other remedies of an aqueous nature it makes an unsightly mixture, probably due to the oils and resins present.

14. *Glucosum*. The extensive commercial and pharmaceutical use of syrupy glucose or liquid glucose has justified its introduction into the U. S. P.

It is defined as being a syrupy product obtained by the incomplete hydrolysis of starch, consisting chiefly of dextrose and dextrans. It is prepared commercially by mixing 100 parts of starch, 400 parts of water and about 1 part of sulphuric acid and boiling the mixture until iodine test solution no longer shows the presence of starch. The free acid is then neutralized with chalk, the liquid clarified by means of animal charcoal and is finally concentrated to the proper consistency.

(To be continued.)



PROF. L. E. SAYRE

DRUG REFORM.

By L. E. SAYRE.

Several years ago Dr. H. H. Rusby, then president of the American Pharmaceutical Association, created a Committee on Drug Reform. Unhappily the writer was drafted into its chairmanship and has ever since been obliged to "hold the sack," as it were. Sorry to say, the Reform Committee has not as yet reformed the world or even the drug trade. But it has learned some things. The reports of this committee have been made at the annual meetings of the A. Ph. A. They have not consisted altogether of bitter lamentations over the evils which exist, nor have they prescribed panaceas for the existing evils. This much is true, whether the committee has accomplished much or little, its work has been no expense to the Association. The committee has borne its own expenses.

The prime object of Dr. Rusby was to promote the interests of Food and Drug Inspection, to secure greater efficiency in execution of this law.

The committee has accomplished some things in this direction by co-operation with health boards and with food and drug officials.

Drug reform may take any one of a number of directions. Of this fact the committee is only too painfully aware. For the purpose of this contribution only two or three may be commented upon:

First.—Reform in Patent Medicines. The patent medicine evil, as it is called, is still an unsolved problem. Theorists have aspired to relegate them to the scrap heap but, as a matter of fact, the theories have become the junk rather than the patent medicines.

What is the druggist to do when a physician *prescribes* a "patent"—reform the physician? A theory was advanced that patent medicines would be killed if we were to let the destructive process of "cutting" have full sway, but they are very much alive in the hands of the cutting-advertiser, who, under the guise of generosity to his public patrons, sells them as "cut" staples (commercial bait) to lure the innocent into buying the highly profitable articles—articles he depends upon for fortune-building. Advertisers keep the current toward "patents" rather than away from them. Consequently, pharmacists have been obliged to adapt themselves to the inevitable. They are the victims of adaptability. The best way to get even with a cyclone is to go along with it.

Second.—Dispensing Doctors. Kansas has secured by help of reform committee a provision in the Pharmacy Law that the dispensing doctors' stocks shall be subjected to the same surveillance and inspection that is given to the druggists' stocks. It will take some time to make such a law effective because the inspectors now on the payroll of the Board of Health have more than they can do to meet the requirements for the proper inspection of drug stores. The inspection of the stocks of dispensing doctors who prac-

tically carry on the drug business in disregard for the Pharmacy Law is in the hands of the State Board of Pharmacy, but this board has only funds sufficient to accomplish its legitimate work as an examining board and as administrators of those provisions which secure proper service in drug stores—to see that pharmacists are in control of the sale and dispensing of medicines; consequently the evil which exists in dispensing doctors' offices has not been dealt with, although chemical analysis of the tincture of iodine and spirits of camphor some dispense have shown sub-standard material, and their methods of compounding with their apparent lack of facilities of measuring and weighing are not conducive to accuracy—a little of this and a little of that is used to make a mixture with q. s. of diluent, by guess, to make the required quantity. Some say that this evil is an imaginary one but when such reports as the following come direct to the writer it does not seem to warrant that statement. For example, a doctor said to an inspector: "I can 'get by' the drug law by prescribing the medicine and get my money for it. Even Lydia Pinkham's Pills I can prescribe and 'get by' the law." When asked about the ethics of the position in which he placed himself he simply shrugged his shoulders. Physicians are *sometimes* only human. They *can be* commercial as well as professional if they try.

Third.—Itinerant Vendors. No greater injustice has ever been perpetrated than that which protects the itinerant vendor or the so-called medicine wagon. There is an act in the State of Kansas which licenses itinerant vendors of drugs, medicines, nostrums, ointments, or appliances of any kind for the treatment of diseases, injuries, or bodily defects. It assumes that an itinerant vendor may dispense and prescribe drugs, medicines, nostrums, ointments or appliances of any kind for the treatment of diseases, injuries, or bodily defects, and all such itinerant

vendors who profess to cure disease shall simply pay to the county clerk of the county in which he wishes to pursue his occupation an annual fee of fifty dollars, on payment of which he has a license for one year authorizing him to pursue his occupation.

At the meeting of the last Legislature this vicious law was fought without success. Is it any wonder the pharmacists are indignant when State officials will openly grant a special privilege to one set of men which is denied another set? To the one, ignorant, untrained class, it will say, "You can have all the privilege that is given the pharmacist and physician," but to the other class the law states, "In order that you shall secure this same privilege you will be obliged to pass a State board examination and have special training therefor, or you will be obliged to spend from four to six years of your time in the study of your profession."

We have in Kansas a spicy little brochure published monthly called the "Sunflower Bulletin." The editor of this Bulletin communicates to the April issue the following letter from one of the advocates of the medicine wagon and an antagonist to the respectable practice of the pharmaceutical profession:

"Dear Sir: I am enclosing herewith copies of Senate Bill No. 440, by Montee; Senate Bill No. 531, by Aspaugh, and House Bill No. 689, by Travis.

"You will recall that about a month ago I wrote you regarding this proposed legislation which is being fathered by the State Pharmaceutical Association of Kansas in an endeavor to drive the wagon medicine salesman out of business and give the retail druggists a monopoly of the sale of all medicine sold in original packages. I also mailed you a protesting petition signed by about a hundred of our Marshall county customers that I had visited in the few weeks prior to the time I wrote you.

"Now that this bill has actually been introduced, I desire to call your atten-

tion to its aims and provisions, so that you will not be unaware of that attempt of the retail druggists to steal by a subterfuge the business of their competitors and obtain a monopoly on the sale of all medicine in our State.

"By a careful perusal of the enclosed bills you will note that the druggists are not seeking in any particular to safeguard the public health, but simply to drive the wagon salesman out of business. A registered pharmacist knows no more (and often not so much) as to the contents of medicine he sells in packages, than I, or any other wagon salesman would, and for this reason is no better qualified to sell such medicine than I would be.

"I called your attention to the fact in my previous letter that S. F. Baker & Co., in whose employ I am, have been doing business in Marshall county for over thirty-five years, and that I have as customers in this county between 2500 and 3000 families. These people are farmers, and I deliver our medicines to their doors every six months. Our medicines are compounded in strict conformity to the laws of State and Federal government, and our farmer customers prefer them to the medicines sold by the drug stores, as they find them better because they are fresher, being direct from our laboratory to the customer, without standing a long time in warehouses and shelves.

"Our customers, the farmers, are not asking for this legislation, but the druggists are seeking to secure legislation which will force the farmer to patronize them.

"Another feature of our business that commends us to our farmer trade is that we allow liberal credit to all our reliable customers, while the drug stores demand cash. It often happens that the farmer is without cash, at certain times of the year, or in drought years, and at such times the medicine company is a help to him by extending credit which the retail druggist has never shown any disposition to do.

"If you, as representative of the peo-

ple of Marshall county, favor the interest of the many as against the selfish interest of the few, you will, I believe, be lined up against this bill. My object in writing you, as I am, in detail, is that you will be on the watch for these bills, and not allow them to be passed unobserved.

"I might further add that the wagon salesmen of medicine have a record in the past in Kansas for doing business in conformity to the law, while the retail druggists have been, as a class, until recently, the most persistent violators of the prohibition laws we have had in our State. It would look now as if their traffic in alcoholic drinks had passed from them beyond possibility of recall, that they are seeking to recoup their illegitimate profits of the past by trying to get the Kansas Legislature to enact a law that will enable them to steal the business of a law-abiding competitor.

"In closing, I would further call your attention to the fact that under the present laws of Kansas I pay a license of fifty dollars a year to conduct my business, in addition to my taxes on real and personal property. This license I have paid, and it does not expire until December 21, 1917, and yet this bill as introduced would seek to annul a license already granted for a perfectly legitimate business and become operative at once.

"I would ask you to kindly acknowledge receipt of this letter, and would appreciate it if you would indicate to me what your attitude to this legislation will be in case it comes before your body.

"I have the honor to be,

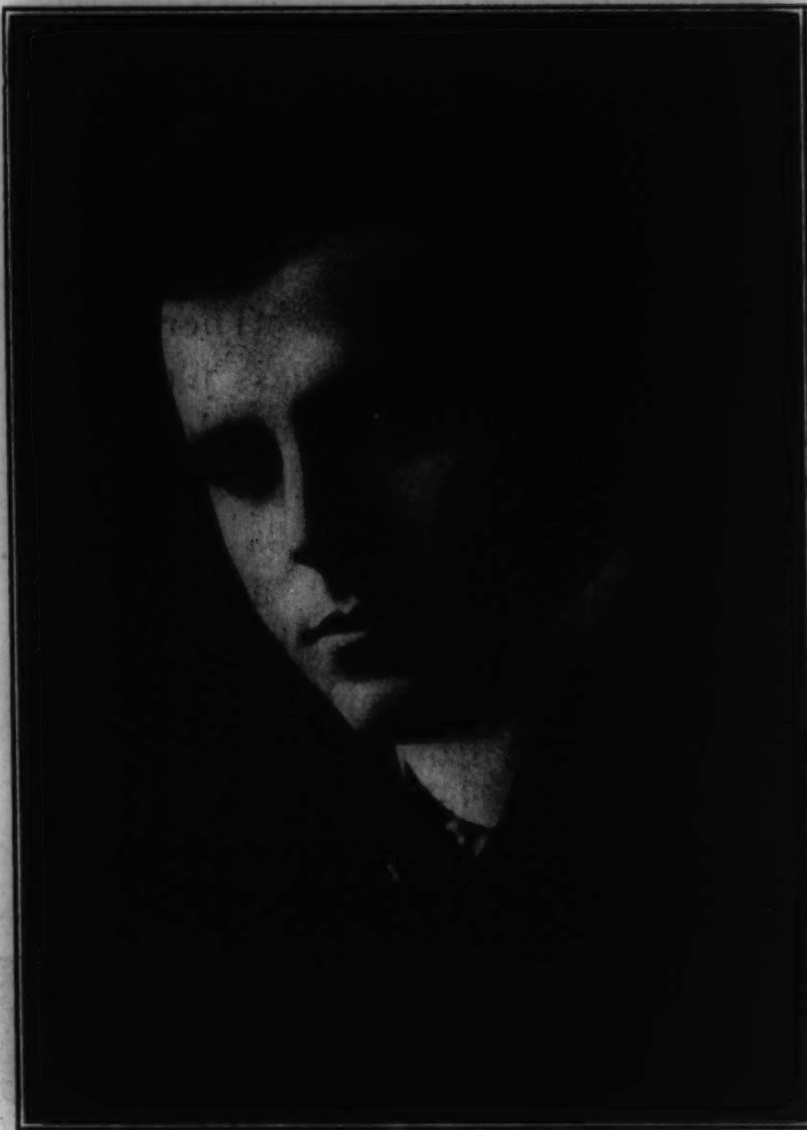
"Yours very truly,

"FRANK B. BROWN,

"Agt. S. F. Baker & Co."

SAN FRANCISCO BRANCH A. Ph. A.

A meeting was held April 12, 1917, at 416 Hayes street. The subject of ancient drugs was informally discussed. A dispensatory of 1651 was exhibited.



A. G. STEELMAN

AUTOMOBILE SALESMAN.

We take pleasure, herewith, in presenting a likeness of Bob Steelman, formerly of S. A. McDonnell & Son, Geary and Powell streets. Bob enjoyed the drug business and was a very capable and highly trusted worthy member of the chapter. However, he has shown great capabilities in the line of salesmanship and has long had a desire for entering the automobile world. His business ability was recognized by several large automobile concerns and the Haynes people finally landed him. After looking over the field carefully Bob was of the opinion that there is no better automobile made than the Haynes, and that any business he transacted would make perpetual and warm friends for him.

THE PACIFIC PHARMACIST bespeaks for him hearty good wishes for success. We hope his many friends in the drug business will, at least, consult him before investing in automobiles.

COLLEGE NEWS.

Mr. E. H. Fosdick, an expert scientific glass blower, gave a practical demonstration of his art, April 11, to the assembled students. There are three principles to good glass blowing: suitable glass tubing, efficient blow pipe and personal skill. The pieces made during the lecture were a T-closed glass, calcium chloride, and thistle tubes. Mr. Fosdick closed his talk with the statement that the pyrex glass manufactured by the Corning Glass Works was far superior to the imported Jena glass.

forget the inner man. They served a luncheon before turning them loose.

Dr. Halsey, who is in charge of the Yerba Buena Training School Hospital, described the offer of the Navy to the pharmacist in a talk to the student body, in the fore part of April.

A recess was granted by the college, April 15, in order to give us a chance to attend the athletic contests across the bay. The events started in the morning, with the crew race on the Estuary, between Stanford, Washington and California. This was followed



Student Body of the California College of Pharmacy, University of California.

F. C. Moody, J. Spellman, and F. Gibson, who belonged to the Naval Reserves, were called out and are now on the "Marblehead," "somewhere in the Pacific."

I. V. Whitley, '17, was recently married to Miss M. Long of 1565 Jackson street.

The seniors, under the direction of Dr. A. Schneider, took their annual trip through the Cutter Laboratory, April 12. The Cutter people always take pains in explaining everything about biologics. Likewise they do not

by a baseball game and track meet between U. C. and Stanford.

Jas. Walker and J. Byrne enlisted in the Navy recently.

H. R. Gaskins is now with the Owl Drug Company at Post and Grant avenue.

Leland Taylor, '12, was a house visitor of Phi Delta Chi, April 17.

Mr. H. J. Finger of the California State Board of Pharmacy, who served in that capacity for twenty-six years,

gave a very interesting and instructive lecture at the college, April 17. Mr. Finger clearly explained the different pharmacy laws and also gave some good advice to the coming pharmacists. He was listened to with interest.

E. C. Pruess has accepted a position with Philip & Philip of Fruitvale.

W. Pate, A. M. Ring, and R. C. Knowlton were among those who passed the April State Board examinations.

Some of the members of Kappa Psi enjoyed a boat ride, about the middle of April, to El Campo.

C. Cain was over with Hugh Selvey, April 20, making arrangements for entering college next fall.

The seniors took a second trip, April 19, to Angel Island, in order to look over the quarantine and immigration station.

E. Randell stopped at Kappa Psi House for a day on his way to Newman.

O. Bailey was called to his home in DeWitt, Cal., on account of the death of his grandfather.

F. Clute from San Jose visited A. Deacon at the Phi Delta Chi House, April 19.

W. J. Murphy has accepted a research position with the Anti Ant Society of East Oakland.

Morris and Samuel Barshetskey have made arrangements with the Dean, to enter college in September.

A number of seniors have enlisted in the Army Reserves as Sergeants First Class. They are, W. Godard, C. Davis, E. Henle, E. Moltzen, H. Mishkind, E. E. Seid, E. C. Pruess, E. M. Cipperly, H. L. Rodgers, W. Murphy, L. Upham, N. Guinn and L. McCumber. L. McCumber is acting as recruiting officer.

R. Black from Lodi was visiting F. Spiekerman at the Phi Delta Chi House for a few days.

W. M. Moody spent April 22 at his home in San Jose.

Mr. Gaston E. Bacon, President of the California College of Pharmacy, is in receipt of a letter, from Marshall Hale, Chairman of the San Francisco



The Graduating Class of 1917, California College of Pharmacy, University of California.

Chapter of American Red Cross, urging students to enlist in the Red Cross.

Miss Z. Donahoe, recently employed with the K. & K. Drug Co., has accepted a position at Santa Cruz, Cal., with the Palmer Drug Co.

The Kappa Psi's gave their final house dance, April 28. The evening was made more lively by Hal Turner's Rag Time Band.

Some of the juniors who will return home are: D. Bagley, H. T. Bush, E. C. Cox, A. M. Deacon, M. Douglas, Nelson Leoni, N. Mixter, C. Parker, C. Phelps, Jos. Piuma, Foster Roper, G. Schuh, H. Turner, C. Vogelmann, and V. Williams.

Those who will work in the city are G. Austin, Brenner Bros.; E. Clark, Bowerman's, Fourth and Clement; H. Gaskins and L. Garbarino, Owl Drug Company, Post and Grant avenue; C. Griggs, Golden Gate Owl; O. Garlich, Farley's, Berkeley; E. A. Johnson, Bowman's, Berkeley; W. Moody, Bowerman's; O. Reynolds, Wilson's Pharmacy; Fred Tostevin, Home Drug Company; and J. Zimmerman, Dessel's.

The seniors are more undecided where they will be. Those who will be home for some time at least are, E. Wyckoff, L. Stinson, A. M. Ring, H. Claubes, C. Hallford, J. Berger, E. M. Cipperly, and E. Gustafson.

J. Asselin will remain at Shumate's and Ray Bravin at the Seymour Drug Co.

The annual meeting of the Alumni Association of the College was held at the Hotel Stewart, May 11, 1917. This was followed by the banquet. The reason for holding this is to welcome the graduates of the past senior classes and, secondarily, for an annual rally. The committee in charge were J. N. Patterson, Music; F. J. Belz, Banquet; Miss Dolcini, Printing.

The examinations which closed the 45th successful year at the college took place the first week in May. Saturday, May 5, was a very eventful day when the college paid the rebates (?) on the damage and breakage fee. Some people are always lucky, or else they are careful. Anyhow you have to figure some to account for those who got several dollars back, whereas more had to pay like sums. You might as well part with your money cheerfully for we all got value received, even though some could not see it that way.

DON'T LOSE YOURSELF.

This does not apply to a man whose name appears in the directory, phone book, or occasionally in the daily paper, but it does apply to many of us who have recently come to this fair city on the bay overlooked by the Affiliated Colleges. In other words, there may be a position waiting for you to fill. The inquiry may come through the college fraternity or some student friend. Leave your address for the good news which may come.

Mrs. J. P. Guinn is visiting her son during graduation.

Miss Kurman visited Miss Pike at the college, April 4.

CALIFORNIA BELLADONNA CROP OF 1917.

Dr. Schneider reports that the yield for this season will be rather short for two reasons; first, the coldness of the season and, second, because of a lack of rainfall, especially the very desirable later spring rains. Much interest is being manifest in the growing of this drug but these activities are too late to bring results this year. The present indications are that the American belladonna market will not be adequately supplied for some time to come. The successful growing of the drug requires special knowledge and special care.

TWO VIEWS OF THE PLANT OF THE JAMES H. BARRY COMPANY, WHERE THE PACIFIC PHARMACIST IS PRINTED.



THE LINOTYPE BATTERY



HOW TO ESTABLISH A DRUG BUSINESS. CHLORETONE TO THE FRONT.

By THE THINKER.

First choose a location of promise and one which ultimately proves to be a substantial realization.

Have sufficient capital to ensure solidity in things financial and to successfully meet competition.

If you do not already possess it, cultivate an easy, taking manner, not so agreeable, however, as to divert the attention of the customer from the goods offered.

Make it a point to handle merchandise in which there is a profit requisite to cover buying costs and selling expenses, together with maintenance, overhead, and such dividends as you require. Bear in mind that it is an axiom that where the purchase cost is low and selling price high, yet bearable to the customer, the business promises profits where there are no excessive offsets to lessen the ultimate gain.

In considering maintenance, always arrange rent in such a way as to obtain not only a favorable lease, but institute a system of subletting which will so lessen your rent as to make it practically nil.

As regards divisions of profits, it is hardly necessary to state that if the business is highly remunerative, it is best not to have a partner.

The writer is aware that, like many other articles written for the trade journals, this one contains statements which are not strictly new, yet it is hoped by calling attention to the few mentioned, a lasting benefit may be conferred upon pharmacists possessing all other desirable attributes for a business career save \$ucce\$\$.

DRUG STORE in Contra Costa County in good business town. Store is doing a good business. Owner is not a druggist and has other interests requiring all of his time. Would consider a trade for good farming or ranch property. Address F. A. Weck, 501 Third avenue, San Francisco, Cal.

DRUG STORE in one of the best business centers in the State, in San Joaquin County. Will sell at invoice with freight charges. Value about \$1000. Address F. A. Weck, 501 Third avenue, San Francisco, Cal.

As a result of the European war several of the well-known foreign hypnotics have practically disappeared from the American market. In consequence an enormous demand for Chloretone has ensued. And Chloretone is meeting the situation admirably. There are reasons in plenty why it should do so. Chloretone is an exceptionally efficient hypnotic. It produces peaceful slumber. It does not depress the heart. It does not disturb the digestion. It produces no objectionable after-effects. It does not cause habit-formation. In the treatment of insomnia due to pain, nervous excitement, alcoholism, etc., it has a wide field of usefulness.

As is well known, Chloretone is a product of the laboratories of Parke, Davis & Co. It is marketed in crystal form (ounce vials) and three-grain and five-grain capsules. The larger demand appears to be for the capsules, a form favoring ease of administration and rendering unobjectionable the camphoraceous flavor of the product. Chloretone is being extensively promoted among physicians.

THE TREATMENT AND PREVENTION OF HAY FEVER.

From the earliest times hay fever seems to have been associated, especially by the laity, with the flowering of various plants. The first definite proof that pollen was the causative factor was furnished by Blackley in 1873. He found that symptoms of hay fever did not appear until the pollen grains in the air had reached a certain number. He also showed that pollen may travel for great distances so that removal to a considerable distance from the location of flowering plants did not always afford relief.

Dunbar considered hay fever to be due to a toxin contained in the pollen and endeavored to produce an anti-toxin by immunizing horses with pollen toxin or pollen protein in about the

same way diphtheria antitoxin is produced. The object was to use the resulting antitoxic serum in the treatment of hay fever patients. More recent investigations show Dunbar's theory of antitoxin formation to be at fault. The symptoms of hay fever are now considered as being due to sensitization—in other words, to an anaphylactic condition.

Noon, working in Wright's Laboratory, was the first to report successful results in the treatment of hay fever with subcutaneous injections of pollen extracts. More recently Clowes, Lovell, Lowdermilk, Ulrich, Koessler, Manning, Cooke, Wood, Goodale, Hitchens and Brown have confirmed the findings of Moon.

Hay Fever Vaccine Mulford is prepared by collecting the pollens of the plants which are known to cause hay fever, extracting the protein from the pollen, purifying this protein extract, suspending it in physiological saline solution and standardizing it.

Hay Fever Vaccine "Spring" Mulford contains the varieties of pollen which are the causative agents in the great majority of hay fever cases occurring in the late spring or early summer. Hay Fever Vaccine "Fall" Mulford contains only the protein extract of ragweed, pollen, and Hay Fever Vaccine "Fall" Mixed Mulford contains the protein extracts of ragweed, golden-rod and maize. This is the season of the year for immunization against spring hay fever and an announcement regarding the method of furnishing Hay Fever Vaccine "Spring" Mulford is found on another page of this publication.

PHARMACY WEEK AT THE UNIVERSITY OF NEBRASKA.

Dr. Albert Schneider of the California College of Pharmacy has been granted a leave of absence from the University of California by acting President Dr. Barrows to attend the "Pharmacy Week" convocation of the University of Nebraska at Lincoln.

Pharmacy week is a regular annual function (second week in May) of this university, and is participated in by the Department of Pharmacy of the University, including the other university departments, and the men high in the pharmaceutical activities of the State. A speaker of national prominence in pharmacy is selected for these occasions and for this year the choice has fallen to Dr. Schneider.

DEAN WULLING DINNER.

A testimonial dinner was given to Dean Wulling of the College of Pharmacy, University of Minnesota, May 4th, at the Elks Club, Minneapolis. The occasion was the celebration of the twenty-fifth anniversary of his entrance to Northwestern Pharmacy circles and also to recognize the honor of his election to the presidency of the A. Ph. A. The dinner was given under the auspices of the Northwestern Branch of the A. Ph. A. and in every way was a success.



ARCHITECTURE IN OAKLAND

HERE AND THERE.

Otis Bagley, U. C. '14, was in the city last week. "Red" says he has signed up with President Wheeler and is ready to do his "bit" in case Uncle Sam needs him.

Edwin B. Huskinson, U. C. '15, was in town on business last week. "Husky" is the proprietor of a prosperous pharmacy in Roseville, Cal.

David Levin, U. C. '12, will be graduated in dentistry from a local college this month. Considering the fact that this young man has worked his way through the Pharmacy College and also succeeded in doing the same in the College of Dentistry, speaks well for his energy and stick-to-it-tiveness. It should be a lesson to some of the boys who are always harping "it can't be done."

The Owl Drug Company of the Pacific Coast is invading the East. It is understood that plans have been made to open a store in Chicago within a few months. A store, by this company, has recently been opened in Milwaukee.

Joe Dessel, brother of Frank W. Dessel, has joined the Reserve Corps of the United States Navy. He will have the rank of sergeant.

It is said that good sponges are becoming more and more expensive and that the better varieties are even difficult to obtain. The recent reports concerning the last year's work indicates that the crop is not as plentiful as formerly. In addition to this the marked increase in the cost of obtaining the material must be taken into account and altogether the outlook for still higher prices is good.

In disposing of your present stock it is well to take into account the actual value of stock on hand.

Wm. Hyde, formerly manager of the Crown Drug Co., is now man-

aging Jackson Bros. Pharmacy, at the Key Route Inn, 22nd and Telegraph Ave., Oakland.

C. Bergman, formerly at Wakelee's, 58 Market st., is now holding forth at the Crown Drug Co., 958 Market street.

Otto Ingenlath, formerly connected with the Home Drug Co., Hyde and Jackson streets, is now with Joy's at Sutter and Kearny streets.

Leithold's Pharmacy at Esparto recently had installed their new Walrus Counter Fountain, Back Bar and Carbonator purchased through Langley & Michaels Company. This outfit is a very attractive 1917 design and will doubtless add materially to the business of this popular store.

Brooks Drug Store, Red Bluff, have placed their order with Langley & Michaels Company for a 12-foot Walrus Counter and Back Bar Fountain of special design and finish. Mr. Brooks has embodied in this some original ideas, and the Walrus was selected after a thorough investigation of several of the most prominent makes of fountains. The outfit, which includes also a Walrus Carbonator, will prove a valuable addition to this very attractive store, and needless to say that it will be conducted on a high quality and service basis.

According to a recent Ohio Supreme Court decision when a statute refers to the United States Pharmacopoeia, this must be taken as meaning the edition of the Pharmacopoeia in force at the time the statute was enacted. In short, the law then would not recognize the New Pharmacopoeia.

Claassen & Clarke, the popular druggists of Bishop, are among those who have come to recognize the value of the drug store fountain. A most handsome 12-foot Walrus outfit purchased through Langley & Michaels Company, is being specially prepared for this firm, and will be ready for the opening

planned for early June. A Walrus Carbonator and special new type furniture is part of the equipment.

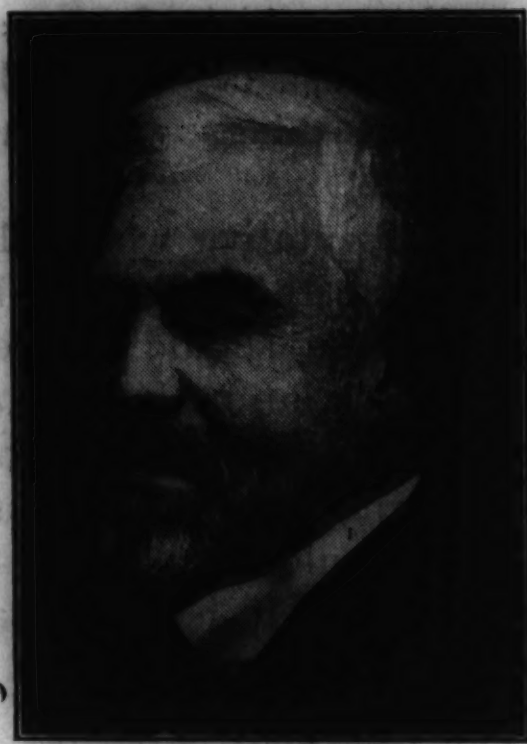
P. L. Ness, Ripon, recently received delivery of his 10-foot fountain and carbonator purchased from Langley & Michaels Company, and will be ready for business as soon as favorable weather materializes.

Preftakes' Confectionery, Livermore, purchased a 12-foot Walrus Fountain from Langley & Michaels Company. This is a special design with remarkably attractive onyx Draft Stand and lighting fixtures. A Walrus Carbonator also accompanies this outfit.

LAW AND PHARMACY.

By H. J. FINGER,
Of the Cal. State Board of Pharmacy.
(Lecture given to students of the California College of Pharmacy.)

Here I am making another appearance before you to assure you of the appreciation of the State Board of Pharmacy of your invitation and of your aspirations. Here I am again accepting, in their name, the kind invitation you extended, and here I am again assuring you of the pleasure the State Board feels in deputing me to again appear before you. There is and should be a most kindly and confidential feeling toward the College by the Board. In fact, the Board has a kindly and confidential feeling towards all who come within the scope of its authority but the Board does and must at all times maintain that it is the visible authoritative head in pharmaceutical matters in California—at all times ready to receive counsel and advice from all and dictation from none. In this connection, I only recently learned a curious fact, and it is this: Out of the seven members of the present Board, five of them, Messrs. Off, McKown, Meader, Lindley and Finger, attended this college for one term or a little over but not two full terms required for graduation, and



H. J. FINGER

then these five were compelled to "beat it" and look for a job on account of financial stringency, not being able to graduate.

One of the members of the Board, Mr. Molony, better placed in finances, was graduated and I can say that Mr. Molony is a most active and efficient member, a man not only a credit to the Board but especially to this college where he was reared and in rearing him this school has placed us all in its debt for his services to the State have been of great value. He could not be easily replaced.

I hope there has been a faithfulness here in studious striving to attain the proficiency desired,—"*Labor omnia vincit*"—you will find it no royal road, what you achieve must be achieved by hard work, what you attain will not only be creditable to yourself, but will follow you through life.

Think not being graduated here is the end—it is the beginning. You have only been furnished the tools to do your work, and these instruments must be kept fit by studious application. Labor is the price of success. Your mind, like all else, must be kept bright by use and will corrode by neglect. In life he who simply stands still will go backward; to go forward, each day must see some new thought attained, some new work accomplished. The vanities of life are all well enough for life's zest but the

stern realities which face us each day, which must be met and overcome, are the things which make it worth living.

Your representative who called upon me told me that it would be satisfactory to you should I select my own subject, intimating, however, that a little talk on the laws of California referring to pharmacists and pharmacies would be pleasing and if pleasing to you, it is quite satisfactory to me and to those whom I have the honor to represent.

In olden times when I was a young clerk, conditions were not as they are now. We used to sleep in the store and we used to receive one afternoon or evening a week, not one afternoon and evening but one afternoon or evening. Our wages were small compared to what clerks are now receiving and conditions in no way as good as they are now. The betterment of the conditions is due entirely to the enactment of what is known as the Ten-Hour Law for Pharmacists. You young men, when you enter the calling will receive all the benefits of this legislation and you will be required to work only ten hours a day, not more than sixty per week, thus having one day a week and practically every evening to yourself—if not the evening corresponding time during the day. Wages are almost double what they used to be and your condition is most greatly improved.

Itinerant Vendor Law.

I can remember years ago when upon every corner in San Francisco, and in the smaller cities, there was the monkey and the banjo, the ribald song and jest to gather the crowds to whom they would endeavor to sell their cheap, patent medicines. When the old mare got sick, the druggist who paid rent, paid taxes and paid his license, often, very often, did not sell the bottle of liniment but it was sold by the man upon the street corner. This, is now all changed; but very few are trafficking in their

wares in California. An act known as the Itinerant Vendor Law under which they are subject to a heavy license has practically put them nearly all out of business. Of course every bottle of medicine that they do not sell is sold by the druggist, whose legitimate business it is and who should have the trade.

Pharmacy Law.

The Pharmacy law of California requires, first: That a young man on entering the business shall register as an apprentice; after having been so registered for three years he may, after an examination be registered as an assistant; and after having been registered as an assistant for two more years he may, after examination, be registered as a licentiate. As an apprentice he is permitted to compound drugs and medicines only under the immediate and direct supervision of a registered man—he is not permitted to be left in charge of a store, even temporarily. The assistant is permitted to take charge of the store during the temporary absence of the registered man and is permitted to compound drugs and medicines under a supervision much less direct and stringent as that required of the apprentice. When a person is registered as a licentiate he obtains all the privileges that the law can confer and is entitled to own and conduct a pharmacy and in all ways supervise the business of such institution. Under the Pharmacy law grocers are permitted to sell drugs and medicines in rural districts which are more than three miles from the store of a registered pharmacist under a license issued by the State Board and which is revoked when a pharmacy is established by a registered pharmacist within this limit.

Hospital for Inebriates and Drug Habitues.

A few years ago a condition arose under the work of the Board of Pharmacy which seemed not only pitiful but intolerable. Poor specimens of

humanity were found in the dragnet of our prosecutions, taken to the police courts, fined, if they had money and sent to jail if they had none. When again turned loose upon the community the old condition came back again. They were again arrested, again sent to jail and again turned loose. The Board of Pharmacy sought to find a remedy for this pitiful condition and had passed in the Legislature an act under which these poor specimens of humanity were to be confined in the hospitals in this State for treatment the same as the insane are treated. Experience, which is always the best teacher, soon proved to us that this system was not a good one—not good for the insane and not good for the habitue—and the Board has endeavored unsuccessfully, session after session of the Legislature, to obtain an amendment to the law under which a separate institution could be established and they could be put to work upon a farm raising vegetables and engaged in outdoor pursuits. I regret to tell you that year after year we were doomed to failure and disappointment. It seemed impossible to obtain an appropriation. We have at this time a bill in the Legislature asking for an appropriation and our advices are that while it does not seem to have the brightest prospects, still we are hopeful that we may obtain something that we may be enabled, through the aid of the Legislature, to do something to restore these poor people to their homes, to their children, to their families, to their friends, to restore them to their manhood and a benefit to the community.

The Harrison law, so-called, is a law under which the distribution and obtaining possession of narcotic drugs is regulated by the Federal government. It is a fulfillment of the promise made by the American delegation at The Hague at the International Conference in 1911-12. I have been requested to describe to you how the proceedings were conducted at this

conference. The proceedings were conducted in either the French or English language. The delegate was permitted to speak in French or English. Each ministry from the governments represented, and there were twenty of them, furnished a corps of stenographers and interpreters. Some of the interpreters sat at the elbow of the delegates, while some sat at the secretaries' table where there were about fifty stenographers and secretaries employed. When an argument was made it was permissible to make it either in English or French as I before stated. The interpreters sitting at the elbow of the delegates would interpret from one language to another the points as they were made in the argument. The secretaries and interpreters at the secretaries' table would transcribe their notes, one in French and one in English, during the night and would check up against each other as to their correctness. The next morning the Holland government state printing office delivered to each delegate a copy in French and a copy in English of the proceedings of the previous day, which proceedings had during the night, received not only the approval of the secretarial force but of a committee known as the Redaction Committee, this word redaction coming from the same root as our word reduce; in other words, they reduced the proceedings to a presentable form. Do not think that the proceedings of this conference occurred as you read them, for I wish to assure you that the arguments at times were most strenuous, the statements made sometimes most drastic and personalities sometimes resorted to to such an extent that adjournments became advisable and necessary and were often taken. The Harrison law, as already stated, is a fulfillment of a promise made by the American delegation in the opium conference and was enacted by Congress immediately upon the return of the delegation from The Hague to Washington. The Harrison law, while

a wonderful stride forward, is by no means in the condition which the American delegation wrote it. It was revised and revamped and amended by committees in Congress, who knew nothing upon the subject, until those who first brought it into being would hardly recognize it. It is by no means perfect—an amendment made upon it having weakened it and made it unworkable in many ways. Still, it is the best we could do at the time and it is earnestly hoped that the immediate future will see Congress in a mood to give us many improvements. Under the Harrison law it is necessary for every person who wishes to obtain certain narcotics to be registered with the Internal Revenue Collector and pay a fee of \$1.00 per year, receiving for the same certain blanks under which he is permitted to purchase drugs and have them in his possession. He is not permitted to sell them to others only under certain restrictions, first of all, under a prescription of a physician licensed to practice in the State where he practices who is registered with the Internal Revenue Collector. In writing the prescription he must sign it with the full name, give his street number and address and the registry number given him when he registered. He must put upon the prescription the name and address of the patient. The prescriptions are not permitted to be sent over the phone and are not permitted to be refilled. A strange ruling of the department permits certain preparations containing less than certain given amounts to be sold if they comply with the Harrison law but a prescription containing the same amount of narcotics or less may not be sold under the same conditions but can only be sold upon a prescription. Remember that cocaine, under no circumstances, and under no pretext, no matter how small the amount, can be sold without a physician's prescription and may not be refilled. The California poison law is practically the same as

the Harrison law as to prescriptions and I can say to you that when you have complied, in every manner, with the Harrison law that you have complied with the California poison law except that the California poison law also calls for restrictions upon chloral hydrate which is not contained in the Harrison Act.

One of your professors has suggested that I try to give you some friendly advice, some suggestions which I might think would benefit you in your future career. As he asked me to do this I thought of two scenes in the "Old Homestead." One of these pictured the old friends meeting after long years in a foreign place and exchanging news regarding their former home. Old Si asked: "What has become of Jones?" Reply: "Jones is dead." "Is that so? Jones is dead? Well, well. What complaint?" And his old friend replies: "No complaint at all. Everybody is satisfied." And then they ask about Smith and the two old friends each vie with the other in testifying to his good qualities, to the loss his death was to the community, each certain that in his departure a man has gone to his reward.

Now, so I would have it with you. Take a useful interest in the community with whom you throw your lot. Do not have them "perfectly satisfied" when you go. Be a factor for good there. Keep your time occupied—not smoking cigarettes; for, believe me, drinking whisky and smoking cigarettes do not show the "man" and are not credentials for obtaining a job or holding it after it is obtained, and in no case will they draw trade to your place of business. Do you know that there are many factories and places of business in the East where employment is not given to cigarette smokers, not alone on account of time (paid for by others) wasted in the habit, but on account of the impairment of the physical vigor? By broad study and by reading deeply, you can discuss intelli-

gently the issues that come before your people. Be sure that the store that will be best patronized by the well-read intelligent element is the store which will do the business and this element will surely go where they find a mutuality and will attract not alone such people but the physicians as well. A well trained mind, equipped with ideas will find at some unlooked-for time its opportunity, the opportunity that will spell success.

I remember well some forty-seven years ago a case of arsenical poisoning took place near Mission and Seventh streets in this city. All was excitement,—a rush to the drug store. A well-informed pharmacist was found and William M. Searby found his opportunity to prove that he knew his business. As he ran to the patient he was shaking together his antidote and when he reached there he was enabled to save a life. But he did more. He established a reputation, the community whose patronage he desired sung his praises. He knew his business. His trade increased. I remember distinctly how it was talked about amongst the druggists and how much the incident impressed me. With it all Searby got the trade.

Do you know that personal appearance, too, is a huge factor to success. Let me illustrate. Many, very many, young men come to our office upon business which vitally concerns themselves. When they enter the office they do not remove either their hats from their heads nor the cigarette from their mouth, and this even though the young women in our office must under their duty wait upon them.

The poet Goethe has said:

"Over the Alps is Italy,
Fair and fertile Italy,
Land of music, poetry and song;
The land of sunshine and flowers,
The land where Life's comforts are
at the full,
The haven which awakens aspirations
in us all."

Let us not forget that to reach this Elysia we must face tempestuous Mediterranean seas or climb the rugged Alpine range, oft standing at dizzy heights and oft sinking into the deep abyss, oft from the dizzy Matterhorn seeing visions of the promised land just beyond, oft sinking into the dark abyss of discouragement and despair. The picture I have drawn, however, will not be exact, for the Alpine climber has his guide ever with him to assist and to protect him in the perils of his journey, while you in leaving here will part with your guides and will have with you only remembrance of the precepts taught to guide you in your journey of life; you must meet the obstacles on your way. Obstacles? Yes. A philosopher has wisely said obstacles are but events which character will overcome. So to reach the attainment of your hopes you must struggle on alone. You too may from dizzy heights discern the land of your life's hopes just beyond and you too may fall into the abyss of discouragement and despair. But have courage to struggle on. Your course must be onward. Your eyes must look upward. Fight the good fight and do the good work that may be given you and fail not to be true to the lessons inculcated in this school. Strive so that each of you may be one of those of whom your alma mater may well be proud, be one of those of whom when your name is called she will say with pride: "This is my son." Above all else be true to yourself, remembering the words of Shakespeare: "To your own self be true and it follows like the night the day that you cannot be false to any man."

I am loath to close. As I do so my mind turns back many, many years when, in leaving my home to go forth into the world to make my way, my sainted old mother went with me to the garden gate to bid me goodbye and in those parting moments and in her deep feeling of hope and of fear

she exclaimed the words from a German poet: "I send you into the world, for it cannot be that I can send the world to thee." And so now I see you going out into the world, with all its trials and with all its cares.

Your alma mater from this door sends you out into the world taught to be a strong factor for good, taught lessons of probity and of right living. Not all can attain riches, but all can build a well rounded character, a character on which your "alma mater" can rest her reputation, and be assured her renown is founded upon the reputation of her sons. In so going forth you go with the best hopes and well wishes of your relatives, friends, professors and of the State Board. You go forth not only with friendships, hopes and well wishes, but you go forth with the anxious prayer of those who love you best.

"May the class of 1917, with such friendships blessed,
Like Abou Ben Adhem of old, lead all the rest."

MOSQUITONE

Under the above name McKesson & Robbins of New York have a new type of mosquito repelling preparation put up in the form of a solid stick instead of a liquid. The stick consists of solidified alcohol incorporating medicinal agents, and is simply rubbed once over the skin. It is said that it immediately repels the mosquito pests.

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FOR ILLUSTRATED LITERATURE SEND TO

M. G. SMITH

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PHILADELPHIA, PA.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

Of The Pacific Pharmacist, published monthly at San Francisco, California, for April 1, 1917.

State of California,
County of San Francisco—ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared H. B. Carey, who, having been duly sworn according to law, deposes and says that he is the Publisher of the Pacific Pharmacist and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, H. B. Carey, 1294 9th Ave., San Francisco, Cal.

Editor, H. B. Carey and Associates R. E. White, 416 Hayes St., San Francisco, Cal.; J. H. Dawson, Glendora, Cal.; F. W. Dessel, 1298 9th Ave., San Francisco, Cal.

Managing Editor, none.

Business Manager, H. B. Carey.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock.) H. B. Carey, 1294 9th Ave.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but

also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is. (This information is required from daily publications only.)

H. B. CAREY,

(Signature of editor, publisher, business manager, or owner.)

Sworn to and subscribed before me this 2nd day of April, 1917.

R. M. BROWN,

Notary Public in and for the City and County of San Francisco, State of California.

My Commission expires Oct. 18, 1917.

"Does my practicing make you nervous?" asked the man who is learning to play the cornet.

"It did when I first heard the people round about discussing it," replied the sympathetic neighbor. "But now I'm getting so I don't care what happens to you."—Contributed.

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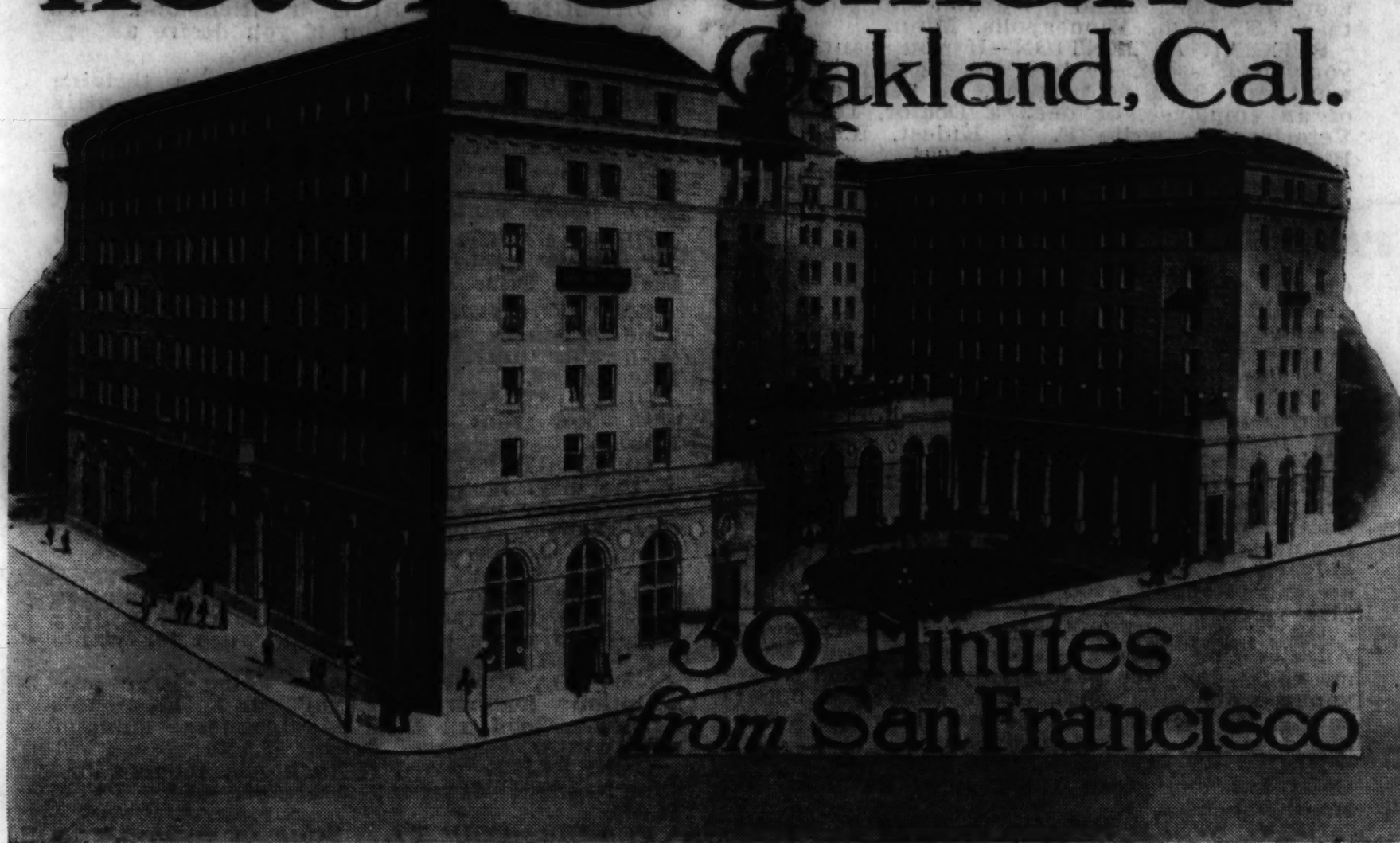
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DRUG STORE at East Oakland, thickly settled district. Good chance for small investment. This section has a good future. Buy now—\$1500.

DRUG STORE for sale, San Francisco, \$3000. Small store, located on a prominent street in the business center, doing a good business. Will stand investigation.

DRUG STORE for sale, San Francisco, \$4000. On prominent business corner, Richmond District; modern fixtures, clean stock, doing good business; owner wanting to leave State is the only reason for offering store for sale. This is an exceptionally good offer for any live druggist.

DRUG STORE in prosperous town in Los Angeles Co. Good business; value about \$6000; or would consider partnership with good active young man with \$3000. This is a good opportunity for active man to get into an established money-making business.

DRUG STORE for sale, San Jose, \$3000. Good location, clean stock, good business and small expenses.

DRUG STORE for sale in State of Nevada \$5000. In one of the largest mining towns in Nevada; doing a large business; owner has interest in California and anxious to remove to this State.

DRUG STORE in Santa Cruz, clean stock and up-to-date fixtures—Will sell at inventory or lump sum. Some terms if required.

DRUG STORE for sale in Marin Co., \$7000. First-class, up-to-date store; good business, old established and well organized; located in an ideal home town.

DRUG STORE for sale in Los Angeles, \$6500. Up-to-date store with many specialties, affording good profits. Good reason for wanting to sell.

DRUG STORE for sale, Sacramento, \$8000. Money-making business, well established and good location. Good opportunity for a live man with sufficient capital.

DRUG STORE for sale. One of the finest in California—in a city south of San Francisco. Population nine thousand; store up-to-date; new and clean stock; good reason for wanting to sell. Price \$5500. Will take half cash and good security for balance. F. A. Weck Drug Store Exchange, 501 Third Ave., San Francisco, Cal.

DRUG STORE for sale in Santa Cruz Co., \$2000. Old established drug store in one of the best towns in California. Good opportunity for active man. Owner wants to retire on account of old age.

DRUG STORE for sale in San Francisco, located on good business corner. Large prescription business, well established. Price \$6500.

DRUG STORE in San Mateo County. Up to date in every particular; doing good business and large prescription trade. Owner compelled to change his residence on account of ill health. Will invoice stock and appraise fixtures. Good prescription future. Value \$5500.

DRUG STORE in San Francisco, busy corner on car line. Fine location for a physician; part cash and terms can be had.

DRUG STORE in thickly settled district. Good family trade. Owner a physician in ill health, compelled to give up active work. Splendid opportunity for a druggist or doctor druggist. Stock and fixtures, \$4250; will sell at a discount.

DRUG STORE in San Francisco. Outside district, \$2500.

DRUG STORE, San Francisco, outside district in fast-growing section. Owner in ill health, must sell. \$600 required. Good chance to increase stock and build up good business.

DRUG STORE and physician's practice in Monterey Co.; population 640; the only drug store in town, owned by resident physician, who is doing a large country practice; stock, fixtures and building all for \$2200. A splendid field for physician druggist. The doctor would consider an exchange for desirable property in Oakland, Berkeley or Alameda.

DRUGGIST GET RICH in Richmond. We can place you in position if you desire an opportunity.

LOCATION for a drug store in a thriving town, near San Francisco, located on the main street in a modern new brick building. Low rent and a lease can be obtained if desired. This is an exceptional opportunity for a live druggist wanting to open a new store or to move from some other location.

DRUG STORE in San Francisco, good corner, doing good business. Owner has other business. Price, \$6500.

SAN FRANCISCO; thickly settled section, good business and large prescription trade with side lines. Owner has other business. Price \$6500.

DRUG STORE in Butte County, good business, low rent and small expense. Price, \$5000.

DRUG STORE, Eureka, Cal. In the center of the city; modern fixtures; doing good business; owner has other interests. Eureka is a fast-growing city of 14,000 population; good business the whole year. Price, \$7,000.

DRUG STORE in mining city in Nevada. Good for druggist or physician. Population 2,500 and 1,000 adjacent; only one other drug store in the place. Ill health cause for wanting to sell. Price, \$4,000.

NEVADA COUNTY. Store doing large prescription business. Rexall and Eastman's agency. Good all the year business; summer and winter resorts. Price, \$5,500.

BERKELEY. Good clean stock, modern fixtures; small expense; agencies, etc. Price, \$4,000.

PLACER COUNTY. Store carrying large stock; everything up-to-date. Owner has other business and wants to concentrate. Price, \$14,500.

ALAMEDA. Up-to-date fixtures and clean stock; big business; not anxious to sell, but would consider a fair offer.

SAN JOSE, CAL. Old established business; modern fixtures and doing good business. Price, \$10,000.

DRUG STORE in San Diego county, in good town and beautiful valley, doing nice business. \$2800.

DRUG STORE, Santa Clara County; doing good business, well located. Owner is occupied in other business requiring him to be in another part of the State. Price \$2500.

DRUG STORE, San Francisco, Mission District. Modern fixtures, clean stock, good business. Good reason for selling. \$7000.

DRUG STORE in Siskiyou county. Store and property, good proposition for small investment. \$1800.

DRUG STORE in Oregon town (county seat). Owner must sell on account of ill health. Will sacrifice stock, \$3500. This is an exceptional opportunity for an active man—only drug store in town, also fine residence at \$4000 optional, may consider clear real estate exchange.

DRUG STORE in growing section Oakland. \$1500.

DRUG STORE in San Jose, Cal. Clean stock, modern fixtures. Owner will sell at discount from inventory as other business requires his attention.

DRUG STORE in San Francisco, Mission District. Good business and branch P. O. Owner would consider exchange for small dwelling in Oakland, Berkeley or Alameda. Price \$1500.

DRUG STORE in San Jose suburban residence district; owner in ill health. Will sell for \$1600. Make offer.

DRUG STORE in Sacramento County, good town; owner wants to retire on account of old age. Good opening for doctor-druggist. \$2500.

DRUG STORE, Siskiyou County. Stock, fixtures and building at a bargain for \$1800. Splendid opportunity for a man with small capital to secure a business and a home.

DRUG STORE in mining town, State of Nevada; chance to build up a big business on limited capital; owner a mining promoter. Will sell at \$1200 to \$1400.

If interested in the above list of business opportunities, address F. A. Weck Drug Store Exchange, 501 Third avenue, San Francisco, Cal.

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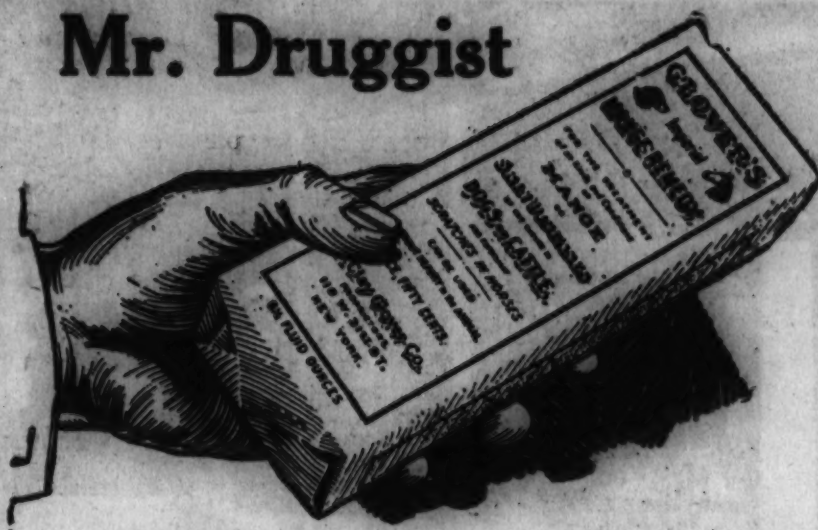
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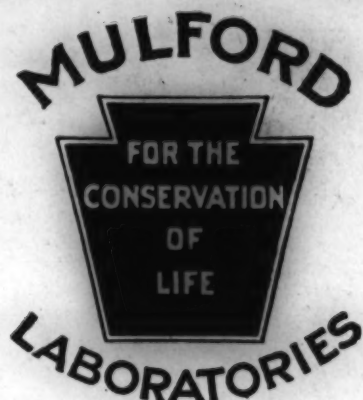
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For the Prevention and Treatment of
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Hay Fever Vaccine Spring Mulford consists of the protein extract obtained from the pollens of timothy, rye, red-top and several other grasses—the cause of so-called rose-colds, or Spring or Summer hay fever—dissolved in physiological saline solution and accurately standardized.

The Vaccine may be used without preliminary diagnostic tests, Spring hay fever being caused mostly by the pollen from grasses.

Autumn Hay Fever is nearly always due to the pollen of ragweed.

If treatment does not give entire relief, skin tests may be made to discover possible hypersusceptibility to pollen not contained in the Vaccine.

Hay Fever Vaccine Spring is furnished in:

Packages containing 4 sterile glass syringes of graduated strengths, \$5.00

In single syringes "D" strength, 1.50

Syringe A contains 0.0025 mg. extract of the pollen protein

"	B	"	0.005	"	"	"	"	"
"	C	"	0.01	"	"	"	"	"
"	D	"	0.02	"	"	"	"	"

In ordering specify "Spring" or "Fall" as may be desired.

For Immunization Treatment of Hay Fever, first dose (Syringe A) should be given at least 30 days before expected attack, followed by B, C and D at five-day intervals. Syringe D strength Hay Fever Vaccine should be used at weekly intervals during the entire period of accustomed attack or until immunity is established.

There are no contraindications to the therapeutic or prophylactic use of Hay Fever Vaccine Mulford so far as known. A small percentage of patients may be hypersensitive to the protein extracts, in which case the doses may be reduced.

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